

THE NATIONAL PROVISIONER

PUBLISHED EVERY SATURDAY

(Copyright, 1904, by the Food Trade Publishing Co.)

ENTERED AT NEW YORK AT SECOND-CLASS RATE.

Vol. XXXI.

New York and Chicago, July 30, 1904.

No. 5.

SWIFT LARD REFINERY BURNS.

The big lard refinery at the Swift plant at the Chicago yards was destroyed by fire on Wednesday, involving a loss of about \$400,000. The fire was due to an overheated dynamo. The work of the fire department was impeded by crowds of strikers on the streets leading to the plant. The plant will be rebuilt at once.

PACKERS WIN AT FORT WORTH.

At Fort Worth on Tuesday the Armour and Swift companies notified their customers they were prepared to handle as many cattle as before the strike. Five hundred men are working in the Swift plant and 600 in Armour's. The railroads took out their usual run of meats to-day, told the packers they had plenty of range and good grass and could hold their stock until the plants were ready to receive larger consignments. The packers replied: "We have the strike won so far as Fort Worth is concerned. Send in your cattle. We need them."

COLD STORAGE NOT INJURIOUS.

Cable advices from England state that the royal commission appointed last March at the instance of Parliament to examine into the reported injurious effect of cold storage meat on the health of consumers has made its report. It announces that the cold storage of meat is in no way injurious to consumers and cannot be held in any degree responsible for diseases which it was claimed it caused. Senator Stewart, of Nevada and Washington, please note.

AMERICAN PROVISIONS IN DANGER.

The raid of the Russian Vladivostock fleet along the coasts of Japan and its interception and sinking of vessels containing supplies shipped from Western ports may bring the United States into the Russo-Japanese imbroglio with a vengeance. Steamships leaving our Pacific coast ports at recent dates have carried large consignments of meats and provisions destined presumably for the Japanese army, but billed to neutral parties. Should any of these come to grief through the activities of Russian war ships, all eyes will be on Washington. It is the general opinion that Russia has already violated international law in these matters, and both England and the United States are likely to tread sharply on Russian toes.

FIGHT TO A FINISH

The meat strike is still on, and the prospects are that it will end only when one side or the other wins a complete victory.

That the packers will not be the ones to give in is indicated by the careful course they have pursued since the trouble was renewed, and by the complete preparations they have made to continue operations in spite of the walk-out of their employees. Their attitude they consider morally unassailable, since they first refused to sign any peace agreement to which they could not adhere, and then lived up to every letter of the agreement, which they did sign. Strategically they declare their position satisfactory, since they claim to be operating all their plants in every strike centre more or less completely, while every day adds to their equipment of new workmen and to their ability to turn out meat and meat products. They assert with confidence that there will be no "meat famine," and facts appear to substantiate the claim. At Kansas City and other points the plants are already in full operation.

On the other hand, strikers are confident of victory. They have succeeded in inducing allied trades to strike in sympathy with them, and have brought about much confusion and disorder at packing centres, making necessary the enlistment of large forces of police and other peace officers to protect the plants from destruction and the new workmen from violence.

Public Not With Strikers.

Public sympathy appears to have set against the strikers, however, not only on account of the rioting they have stirred up, but because of what is claimed to be their breach of faith in violating the peace agreement. This agreement was arrived at only after hours of conference and argument. It was signed by both the packers and the strike leaders, and was pronounced satisfactory by both sides. Before the packers had a chance to carry it out the union officials called another strike, and did it in a way to promote ill feeling on both sides.

It is the general opinion that the strike leaders discovered after they had signed the agreement, that they could not hold their men to it. They virtually admitted that they had no control over their own forces, and to avoid the appearance of being overriden by the radical element they could not hold in check, they hurriedly called the strike

on again. This was done on the excuse that the packers had violated the peace agreement. What ground there was for this charge may be discovered by reading the language of the agreement.

On Wednesday of last week the peace agreement was signed, the signers including representatives of the packers, the strikers, the affiliated trades and a vice-president of the American Federation of Labor. All trades connected with the packing business were thus bound, as well as the packers. There was to be arbitration by a committee of three. The packers selected Samuel McClean, Jr. President Donnelly of the butchers' union telegraphed George Beyer, of Kansas City, asking him to act for the strikers. Beyer was formerly a sheep butcher, but now is a bartender in a Kansas City saloon. The two arbitrators were to select a third. That clause of the agreement under which work was to be resumed pending the action of the arbitrators was as follows:

The packing companies signing this agreement to retain all employees, now at work, who wish to remain, and will re-employ all employees now out as fast as possible, without discrimination. Employees to return to work at the wages received when going out, pending the decision of the arbitrators. Arbitrators to consist of three practical packing house men, to be selected as follows: One representative of the packing company, one representative of the Amalgamated Meat Cutters and Butcher Workmen of North America, these two to select a third member. The two first named shall meet within forty-eight hours after resumption of work, proceed to elect the third member, and shall meet daily for that purpose until this duty has been completed.

When the third member has been selected the three shall meet daily unless adjournment be had by unanimous consent until the final conclusion has been reached and the award made. Any former employee not re-employed within forty-five days from date work is resumed to have the privilege of submitting his or her case to arbitration, on question of discrimination, decision of arbitrators to govern.

Friday morning of last week was set as the time for the strikers to appear for work. Both sides had given out interviews expressing satisfaction at the settlement. That the packers were not ready to take back the entire force on the opening day was known to everybody. Louis F. Swift had made this statement public for himself and the other packers:

145

NOT BECAUSE..... Jones uses Northern Electric Motors
BUT BECAUSE..... Jones is successful with them is
"BECAUSE ENOUGH"..... for you to adopt
Northern Electric Motor Drive.

Let us tell you about our way to secure success for users of Northern Direct Current Dynamos and Motors.

Dynamo Bulletin No. 2230 : : : : : Motor Bulletin No. 2235.

NORTHERN ELECTRICAL MFG. CO., Madison, Wis., U. S. A.
Engineers Manufacturers

"Probably 50 per cent. of the men will be needed this week. The light receipts of live stock and poor demand for meat on account of the hot weather will of necessity delay the general resumption of work and it will be at least a week before operations in the plants will have reached the full capacity."

This was the situation on Friday morning when the strikers flocked into the yards at Chicago. Evidently the rank and file had been misled by their leaders into belief that every man was to be re-employed the first day. When the various packing house superintendents picked out the number of men they could use to start with, and passed the others by, there was an uproar at once.

Radicals Stampede the Union.

Strike leaders who were among the unemployed were fired with a desire for revenge. Nicholas Gier, an official of the strikers' organization and a butcher at the Armour plant, was one of those passed over. He made a speech denouncing the packers and called upon the men to refuse to go to work. "They must take us all right now, or we'll call another strike." A rush was made for headquarters of the strikers' organization. President Donnelly and the strike managers were carried off their feet by the radical element.

Before the packers had finished enrolling the men another strike had been declared and everything about the yards was in an uproar. The strike leaders saw that matters were beyond their control. The radicals had taken charge, and would not abide by the agreement. There must be a new one forcing the packers to their own terms. They thereupon decided that it was the packers who had broken the truce. This was their reason for refusing to carry out the agreement, and they sent the following ultimatum to the packers, dictating terms for a new agreement and threatening a general sympathetic strike as a penalty. Their ultimatum read:

"Mr. Edward Morris and Associates: After careful consideration by the representatives of the teamsters and mechanical trades, we have come to the conclusion that the agreement which was reached Wednesday has been flagrantly violated by the packers to the extent of rendering it, in our opinion, null and void, hence we cannot consistently expect the butcher workmen to renew it in its present form because of such violation.

"We desire to emphasize our belief in the

principles of conciliation and arbitration, but to provide against such violations in the future, we again offer the following propositions as a solution of the present difficulty:

"That all employees be hired back within ten days. Any person not re-employed at that end of time his or her case will be submitted to arbitration. That all killing, cutting and canning department men be re-instated in their former positions within forty-eight hours after the resumption of work. We regret to say that if the foregoing propositions are not acceptable to you the allied trades will cease work on Monday morning. Trusting however, that you will co-operate with us to bring about an amicable understanding and thus avert the possibility of a widespread strike, we are respectfully, yours,

George F. Golden, Chairman,
Joseph W. Morgan,

Secretary of Committee of Allied Trades."

The reply of the packers to this ultimatum was as follows:

"Gentlemen: Your communication of this afternoon has been received and carefully noted. We most emphatically deny that there has been any violation of the agreement on our part. Our explanation, after investigating every supposed case, should have satisfied everyone present at the last two conferences that there were no deviations but what might be expected in putting to work such a large body of men at one time and what could have been readily adjusted had the organization desired to do so.

"We regard Mr. Donnelly's action as entirely unjustified in calling the second strike on sensational and misleading reports within an average of thirty minutes from the time the men were ordered to work and before it was possible for any considerable number to be placed, without making the slightest effort to verify such reports or to remedy such reports if they exist.

"We have a definite agreement with our employees, the same having been signed by the representatives and the representatives of all the mechanical and allied trades, and we stand ready on our part to see that it is carried out.

Yours truly,

Armour & Co., by Thomas J. Connors.
Swift & Co., by Lewis F. Swift.
Nelson Morris & Co., by Edward Morris.
Schwarzschild & Sulzberger, by J. E. Maurer.
National Packing Company, by J. P. Lyman.
Libby, McNeil & Libby, by Edward Tilden.
Cudahy Packing Company, by Albert Borchardt."

Sympathetic Strike Forced.

This ended all peace negotiations for the time being. The strike leaders demanded that the allied trades go out in sympathy with them. Pressure was brought to bear and all unions yielded except the teamsters. Monday

was set for the date of the general walkout, and this was accomplished amid scenes of disorder and violence. Later in the week the radical element in the teamsters' organization overrode its officers and a sympathetic strike was ordered by that body.

This was in Chicago. The same strike order had been sent to the butchers' unions at all other packing centres for a second strike. It was obeyed with hesitation and openly expressed regret in most places. The radical element appeared to be in the majority only in Chicago. In Omaha and Kansas City the union workmen went out again, but in St. Paul only part of them obeyed the order.

In New York City, where the men have no grievance whatever, and where they struck the first time only, at the order of the national officers, they now flatly refused to obey the new strike command. Their revolt was kept a secret, it being claimed that no definite order to go out had been received. In the meantime attempts were made to find a way in which the men might remain at work and prevent their secession from the union. At last reports they were still at work, with no thought of striking again.

Packers Operating All Plants.

By the middle of the week matters had apparently settled down to the basis of a struggle to the finish. The packers were operating every one of their plants. Those in Chicago were not killing much, but were gradually being prepared for resumption of operations in every department. Hundreds of new employees were engaged daily. Owing to the riotous conditions outside the plants it was necessary to feed and lodge many of the new workmen within the walls of the packing houses, which were equipped as if for a siege.

The packers felt confident that they would be able to resume full operations within a comparatively short time, provided they were given proper police protection. At Kansas City several of the plants were operating almost to a full capacity, and it was from this point that much meat was being shipped to outside places. At Omaha the plant managers were preparing to put their houses on a non-union basis and were bringing in ample forces of men for that purpose. At St. Joseph operations were being resumed in spite of strike pickets and violence, while at St. Paul there was even less difficulty.

Both sides were claiming ultimate victory. The strikers contend that the packing houses cannot be run without their help, and that

they will extend the sympathetic walk out to every trade and every city in the country if necessary to force the packers to their terms. They consider the agreement of last week as wiped out, and will sign no new one except on their own terms.

How long they can remain out remains to be seen. In spite of strike benefits there is much destitution and suffering among the strikers' families, especially in Chicago. There has already been one "famine riot" there. Original grievances have apparently been forgotten. The general strike will be used as a ground on the part of many of the allied trades, as well as the butchers themselves, for demanding new terms from their employers, whether they have existing agreements or not. All this is on the theory that the strike leaders can hold their men in line.

In the meantime there is no meat famine anywhere. The strikers have ceased to claim there would be. The period of the strike already passed has served to show that the output of the packers, even though limited by the strike, when combined with that of the many slaughterers not affected by the trouble, is ample to supply the meat wants of the country. Meat prices have fallen instead of rising since the strike began. Dressed beef can now be had at wholesale for from \$1.00 to \$3.00 per hundred pounds less than the market price of the days before the trouble began. The same is true of lamb and mutton.

Meat consumption has shown a remarkable falling off, both because of the hot weather and the "famine" scare of the yellow newspapers. People are learning that they need not eat meat three times a day, but they have also latterly discovered that should they want it that often, it can be

obtained at reasonable prices. Of course there is here and there a retailer who has used the strike as a means for piling up his profits, but the majority of butchers have held prices level and have found that it paid to do so.

The public each day the strike lasts becomes less interested in its meat phase. It has become a problem of purely industrial interest, and meat eaters look at it without personal apprehension.

STRIKE'S BACKBONE IS BROKEN.

Western private advices late on Friday stated that the backbone of the strike was broken and that things at the centers would right themselves in a few days. The break at Omaha was pronounced and the feeling of rebellion against the ill-advised action of the Chicago strike leaders is growing stronger and stronger. The outside labor which is available for employment is large and the men are being put on very fast.

The force now at work can kill the necessary fresh meat for immediate consumption. The fear of a meat famine has no foundation. The crisis has passed and stock are coming stronger in supply. All of the stock needed will come in as soon as the slaughterers announce that they are in the market for cattle, sheep and hogs. There seems to be an ample supply of beef at all the centers of distribution throughout the country. The fear of a general meat famine has gone, and people are becoming more passive and reconciled. The stocks of provisions on hand are liberal and can withstand several weeks of a tug of war with the small run of hogs now coming. The strike situation is daily less and less affecting the public food supply.

VIOLENCE A STRIKE WEAPON

Rioting and scenes of violence have marked the resumption of the strike in several of the western centres. Violence, the weapon of last resort in a losing cause, has been adopted by the strikers in defiance of the efforts of their leaders to make this a peaceful conflict. The leaders knew that a reign of disorder would mean the certain defeat of their plans, and they tried their utmost to keep their men out of mischief. But their efforts were largely in vain.

Members of the allied skilled trades and the better class of the butchers kept out of mischief, but the example set by the hoodlum element which hangs about the edges of every strike district looking for trouble was too much for the beef luggers and the commoner class of laborers on strike. They joined the mobs and permitted their passions to rule their behavior, with disastrous results to their cause, as well as to the hapless victims of their mobbing tactics.

Most of the trouble occurred in Chicago, where the stockyards district is favorably situated for the promotion of disorder. The Chicago police made efforts to prevent trouble, but were slow in getting into action, as usual, and before sufficiently drastic measures had been adopted there were many casualties. The packers did everything possible to protect their workmen, but outside the lines of the plants the men were at the mercy of the mobs, as were tradesmen who

attempted to do business in the district, and even innocent outsiders.

The assaults were not confined to men, but women and girls were made victims, and one striker's wife who remonstrated with him for refusing to go back to work when his family was starving, was set upon by strikers and brutally beaten. Girls had their clothes torn from their bodies and were the victims of indecent assaults, because they accepted places in the canning departments of the packinghouses.

Died of His Wounds.

Clarence Hall is the first victim claimed by death as a result of the strike. Hall is dead at the Continental Hospital in Chicago. On Tuesday he, with R. F. Keating, his employer, an ice dealer, was driving past a crowd of rioters. Two shots were fired, one of which struck Keating, passing through his leg, and struck Hall. The police never ascertained who fired the shots.

Joseph Vharam was found unconscious in front of his home near the stockyards suffering from several knife wounds. The man was taken to a police station. When he recovered consciousness he said he had been attacked by strikers. Two arrests were made.

An evidence of the temper of the strikers was manifested on Tuesday, when there were many cases of attacks upon girls employed in the yards. Intoxicated strikers surrounded these children, tore off their clothing and sub-

jected them to brutal insults and indignities. Several girls were bruised and cut by stones and other missiles.

"My parents are dead and I must work or starve," moaned Josephine Rominsky, as she nursed her bleeding and bruised body and wiped away the slime thrown upon her face by the strikers. She had been flouted, her clothing torn and pursued to her doorstep, where she fell fainting.

Annie Schmack, Georgia Dosstal and other girls, none over sixteen years of age, received similar treatment. An unidentified girl about sixteen, who tried to enter the yards was seized by two ruffians and passed back into the mob. She was finally rescued by the police, after she had been beaten and abused. There were many cases of non-union men being captured and beaten.

Kitty English, a forewoman in the sewing department of Swift & Co.'s plant, was mobbed and badly hurt by a crowd of girl strike sympathizers at Halsted and Root streets. Fully a dozen girls took part in the attack. They beat the forewoman with their fists, tore her clothing, and finally stabbed her in the face with a hatpin. After a desperate struggle Miss English escaped. No arrests were made.

A mob of five thousand strike sympathizers attacked a bread wagon of the Heusner Bakery Company that was returning from making a delivery of bread to the stock yards, and after beating the driver and his companion cut the horses loose and set fire to the wagon. J. C. Clark, superintendent of the bakery, who was driving the wagon, and Edward Smith, shipping clerk, who was with him, were both painfully hurt. The police and fire departments were called and the crowd was dispersed and the fire extinguished. No arrests were made.

Repulsed in an attempt to remove a hanging effigy, policemen were compelled to draw their revolvers at Fifty-first and Loomis streets before they could disperse a mob of strike sympathizers armed with clubs and baseball bats. The trouble arose from the refusal of John Witrie, formerly a member of the Firemen's Union, to go on strike. To show their contempt for his action the strike sympathizers hanged him in effigy near his home. On the lay figure was pinned a placard bearing his name and an opprobrious epithet. The mob were throwing stones at the dummy when interrupted by the police.

Strikers Have a Fortress.

Though the strike leaders preached against violence, the first move they made when the second strike was ordered was to build a high stockade around a vacant lot near the Watita club house, their headquarters near the Chicago stock yards. The only entrance to this fort was through the club house. Here the strikers held their consultations, and the whole proceeding savored of war and only served to stimulate a warlike spirit among the rank and file of the hangers-on.

At Omaha trouble began with the renewal of the strike, and the fire and police commission hung out the white flag at the start and asked the sheriff for help. It was believed at one time that state troops would have to be asked for. On Tuesday when the packers undertook to unload a party of 100 workmen at the Burlington freight depot, hundreds of strikers surrounded the car in

which the men were brought into South Omaha, and, despite the efforts of mounted and unmounted police and deputy United States marshals, literally swept the men off their feet and carried them to the strikers' headquarters, where they were persuaded to return to their homes.

Revolvers and other weapons were drawn. Shouts, jeers and curses filled the air, and it was feared for a time that there might be bloodshed. In almost every case in which the packers attempted to take new men into their plants the strikers by methods similar to those employed Tuesday, frustrated them, and the packers said that they could not set a sufficient force of new men to work to operate their plants properly until they got better protection. They were able to do this later in the week. At that time the strikers had tired of the game and the sheriff reported that there was no need for extra police.

At Kansas City the packers had their anti-strike organization in good running order from the start, and the most the strikers could do was to try to mob several car-loads of workmen as they were on their way to the packing houses. There were several assaults on non-union men, but the police were active and held the rioters in check.

Ugly Mood at St. Joseph.

At South St. Joseph an ugly spirit was shown by the strikers and several non-union workmen were assaulted. The latter showed fight in several instances, and in one melee several men were wounded. The packers charged that the police were in sympathy with the strikers, and did not give their workmen adequate protection. The plants were protected by special policemen provided by the packers.

The fighting spirit of the St. Paul strikers appeared to have spent itself last week. With the renewal of the strike there was no new disorder, the citizens' organization having shown such a determined purpose that it cowed the trouble-makers. It was reported that there was disaffection in the union, and that only part of the membership obeyed the second order to strike.

Starvation in strikers' families was the cause of more disorder, and there was a "famine riot" near the Chicago yards on Tuesday. A Greek fruit dealer's wagon was mobbed and all his wares carried off. A group of women were sitting near the city dump when the dealer came along. The sight of his wagon piled high with water-melons, peaches and other fruit maddened the crowd. Women and children swarmed over the wagon, seizing everything within reach, despite the action of the Greek in raining blows right and left with his whip. Finding his stock falling away, he drew a revolver and fired in the air to scare off the invaders. At the sound of the shots a crowd of men appeared and, charging upon the dealer, disarmed him and threw him to the ground. Fleeing for his life before the crowd that gave pursuit, the Greek reached the police station, where he told his experience. A detail of police officers were sent to the scene. The wagon was found at West Forty-fourth and Wood streets, stripped of everything. Even the seat and movable side boards had been carried off for firewood. No arrests were made.

EDITORIAL VIEWS OF THE STRIKE

While in its news reports of the meat strike the daily press of the country has shown a tendency to prefer sensationalism to careful recital of facts, and has allowed its reportorial pens to fall into the old habit of making the leaders in the packing industry the scape-goats for every real or imaginary food evil, there has on the other hand been remarkable unanimity among the leading journals in their editorial criticism of the strikers. The weakness of the strikers' position is quickly recognized and plainly pointed out. The daily press is supposed to be the mold of public opinion. Unfortunately for the men who started the strike, they are not of the sort who read editorials, or who are amenable to arguments.

One-Sided Discrimination.

The New York Times picked out a weak point in the armor of the strikers in an editorial which reads as follows:

"The issue between the packers and their former employes who went on strike seems to hinge upon the meaning of the phrase 'no discrimination.' The packers promised that the men offering to return to work should be taken back as employment could be found for them; that the men then at work should not be arbitrarily discharged to make room for strikers who wanted their jobs again, and that as between union and non-union men there should be 'no discrimination.' This was perfectly fair and quite intelligible.

"But it does not suit the men. What they want is discrimination in favor of members of the union and against non-union butchers and laborers. They are not unalterably opposed to the open shop as an abstract proposition provided none but union men are permitted to find employment therein. They cordially agree to the rule of no discrimination if it is interpreted to mean that no union man, however dangerous or worthless or hostile to the interests of the employer, shall be discriminated against when he demands his old job or wants a new one, but they do not assert to any interpretation which would recognize the right of a 'scab' to exist anywhere on the face of the earth. The moment such recognition is tolerated the sacred cause of organized labor is outraged and the oppressed union man has a grievance which will warrant any act of reprisal which he may consider necessary.

"Hereafter, in arranging the settlement of strike issues, the labor leaders should be careful to add a list of definitions of terms used. One of these might be:

"No discrimination. This is understood to mean that the employer at no time and in no circumstances shall discriminate against any union man, or in favor of a non-union man. The union man who wants a job which a non-union man has is entitled to it on demand, and if such demand is not promptly and unquestioningly complied with the employer's refusal shall be understood as violating the letter and spirit of this agreement. The more good reasons he has for such refusal the more obvious and flagrant the discrimination.

"This would at least have the advantage of stating the union view of what is under-

stood by 'no discrimination' very clearly and concisely."

The Strikers' Objective.

The New York Evening Post:

"Amid the exasperation and even alarm caused by the renewal of the strike in the packing industry, it is necessary to keep one's head clear in order to perceive exactly what it is the strikers are doing and aiming at. It is not the consuming public that the strikers desire to hurt. Doubtless they count upon the general inconvenience caused by the strike, to force a settlement. But their anger is not directed that way, nor even mainly against their employers. Their chief enemy they consider the free workingman. Him they pursue with savage ferocity. The existence of a body of non-union men ready to work is to them the intolerable thing. By denunciation, by out-lawry, by clubbing and burning and shooting, they seek to terrorize men who refuse to be their fellow-slaves in the union, and to perfect their own monopoly. In other words, the anti-monopoly laboring man is marked out for the especial vengeance of the labor unions.

"Nor can it be said that the difficulty would be solved if all hands would join the unions. The union do not want all hands. They wish to remain a small favored class. Labor unions represent certainly less than 20 per cent. of American workmen. Yet they assume to speak for all, and are ready to hunt to death the 80 per cent. on the outside, whenever in any way it competes with them.

"Next to the independent workman, the strikers hate the State authorities who protect him in his rights. The 'right to work' (the old *droit du travail* converted into the new-style *droit au travail*) is vested only in a labor union; and so the 'strike-breaker,' with the policeman or militiaman who prevents him from being murdered, becomes at once a deadly enemy. There can be no mistaking the significance of this animosity. In it the labor union stands revealed not only as the foe of public order, but of the sovereignty of the State itself. Organized labor, when logically carried out, means State Socialism. That has long been recognized. But short of complete control, the essentially tyrannical spirit of Socialism displays itself; and we see in the raging of unionism whenever the police or the military power is invoked against its violent methods, the confession that it means eventually to usurp the functions of government. To crush out free labor; to frighten or fetter the State—those are the two objectives of labor leaders of the militant type.

"Just at present they are no doubt counting upon political aid. This is Presidential year, and politicians are nervous. They recall the unsettled strike at Homestead in 1892, and what followed in the election. On the other hand, the strikers remember the coal strike of 1900, in which the men won, owing to Senator Hanna, and, above all, the anthracite strike of 1902, with President Roosevelt's intervention. Can he not now, as a candidate, be worried into doing something to end the meat strike?

"We think he will let it severely alone. Certainly he ought to. Whatever may be thought of his action in the coal strike two years ago, the situation to-day is very different. Then we were confronted with an impending failure of a necessary of life. That is not the case at present. There are plenty of temporary substitutes for meat. The more important difference, however, lies in the fact that now the employers are ready to carry on their business and supply the country if only protected from violence. The mine owners did not take that position in the early months of the strike in 1902. No attempt was made to work the mines. The strikers asserted, with some show of plausibility, that the employers could not secure men to dig the coal. But the employing packers would evidently have no difficulty in replacing the strikers. The trade is easy to learn. Men in plenty are out of a job, and come forward. It is plainly a case, therefore, if the strikers persist, where the State should demonstrate that it, and not the union, is the sovereign power. If Mr. Roosevelt feels called upon to say anything at all to the appealing or threatening strikers, it should be only a reaffirmation of the language which he used in praise of President Cleveland's resolute dealing with another Chicago strike—that of 1894: 'The reckless labor agitator who arouses the mob to riot and bloodshed is, in the last analysis, the most dangerous of the workingman's enemies. This man is a real peril; so is the sympathizer, the legislator, who, to catch votes, denounces the judiciary and the military because they put down mobs.'"

SALOONS SUFFER STRIKE LOSSES.

"It's an ill wind," etc., is called to mind by the report that the strike at East St. Louis packing houses so reduced the receipts of one saloonkeeper that he had to go into bankruptcy. The rows of gin mills adjoining the packing plants at the big centers give a little sidelight on the habits of the men and their characters. The loss of trade the strike caused to Casper Distler, of East St. Louis, led him to close up his saloon, showing in his schedules in bankruptcy liabilities of \$3,446.95 and assets of \$949.25. As a rule, however, these joints are prosperous, enjoying in spite of their numbers a lucrative "can" trade and a big bar business as long as the packing house employees are at work and draw money to leave in the saloonman's tills.

PACKING PLANT FOR SALT LAKE.

The Real Estate Exchange of Salt Lake City, Utah, is promoting a scheme to secure a large packing house and live stock yards in that city. The plans have been drawn for certain of the buildings, and it is said that about \$125,000 will be required to start operations. James C. Leary, who is promoting the scheme, grew enthusiastic at a recent meeting of the association and reported that he had already found a number of men who were very willing to put money into the plan if a company is formed. A plant with a daily capacity for 500 cattle, 1,000 sheep and 1,000 hogs is what Mr. Leary wants. He believes there would be a big advantage to the city in such a plant.

ENGLISH FAMINE FEARS GROUNDLESS.

With the spread of the strike come stories from England of the fear that the meat supply of that country might be materially decreased and of a general increase in prices as a result. Those familiar with the export trade, however, are not slow in pointing out the facts which on their face give no warrant for either fear of famine or increase in prices.

Instead of a decrease, the record of exports from the port of New York during the first week of the strike showed an increase of over 50 per cent in live cattle, and there were over twice as many quarters of beef sent away as the week previous. During the week before the strike there were exported 1,492 live cattle and 900 quarters of beef. Last week there were shipped abroad 2,991 live cattle and 1,835 quarters of beef. These figures are only from New York, but reports from other exporting points show a similar increase in shipments since the strike started of more than double what they had been just before the strike.

There is no need of any alarm abroad, as the export trade is not at all affected by the strike. Double the usual number of live cat-

tle can be easily secured now; shipments to Chicago and other packing centers having decreased, more cattle are available for shipment to England than at any ordinary time. If there is any effect on the trade, it will be eventually perhaps if the strike continues some weeks, to decrease the quantity of dressed beef shipped and increase that of live cattle. At any rate the shippers have nothing to do with the packers. They can get as many cattle as they want and their business is not affected at all by the strike. It simply means that cattle which would ordinarily be slaughtered in this country to give the Britons some of their fine cuts are now being slaughtered over there.

No fear of difficulty in securing all the desired meat from America would haunt the British butcher if he bore in mind that vast as is the output of the plants of the packers affected by the strike, that output is but about 35 per cent of the entire output of the country. Add to that fact the thought that these plants, too, are not shut down entirely, but still produce from a third to three-quarters of their regular output, and the last English fear should be allayed.

FAT MARKET SITUATION.

It has been a peculiar condition of affairs in the fat markets since the inauguration of the labor troubles. It has been admitted all around that beef fats especially would have for some time diminished productions. Nevertheless the buyers of these fats have been very conservative in figuring upon the market offerings of them. Many of the soap-makers had secured fair supplies of tallow for summer use in the spring months, the make in which time is preferred to that of summer made. While they usually buy more or less tallow in the summer time, yet they are just now, because of the mood of sellers of it, depending upon their accumulated stocks of the tallow. There is equal indifference among the consumers of oleo stearine, who are also depending upon held stocks of it, and keep out of the market on current offerings of the stearine. The selling interests reason in this way: That there has been just so much loss of tallow and stearine productions that will not be made up, especially the tallow production; moreover, that it will be a long while before the meat consumption is up to normal volume; therefore, that fat collections will continue moderate, and that much less than the ordinary amounts of tallow and stearine will be made, and that the latter product will suffer additionally in the extent of production by the continued labor troubles at the West; however, that they are settled at the Eastern slaughtering centers. The makers of tallow particularly think that when soap-makers get ready to buy that the market prices for the fat will be rather more against them than they were before the labor trouble; however, that the selling views of the stearine prices may be modified from any outside basis that may be assumed, because of the large accumulated stocks of it held over the West. There has been some thought that soapmakers would increase their consumption of cotton oil, as it is relatively low in price with that of tallow; but many soapmakers change with reserve their ordinary use of tallow to cotton

oil, and thus far their demands for the oil have been very moderate.

TO STUDY AMERICAN PACKING.

That the time of all the Japs is not taken up by the war with Russia is shown by the fact that Kiogo Ishi, representing the Interior, Agricultural and Commercial Departments of the Japanese Government, arrived in San Francisco recently to attend the Curfew Congress at St. Louis and to visit the more important packing centers of this country with a view to studying the American methods of killing cattle and packing meat for market. He is accompanied by his brother and K. Takenouchi, manager of the Kosaka mine, who has been commissioned to make a tour of inspection of the mining districts of this country.

LOSSES IN ARGENTINE BEEF.

The beef business in Argentine is having a hard time to get on a paying basis. In spite of the fact that the trade was very materially stimulated and the ruling prices above the average all during the time covered, owing to competitive buying for England and South Africa, the report of the River Plate Fresh Meat Co., Ltd., for the year ending April 30 last shows a loss on trading of \$33,164.30, to which must be added interest on debentures to date of repayment of \$14,263.85, a total loss of \$47,428.15. England, which has been the chief Argentine market, prefers American beef to the River Plate article.

WHALE OIL SOAP FREE IN CANADA.

Whale oil soap, now dutiable, is under the new Canadian tariff to be transferred to the free list.

See Page 48 for
Want and For Sale Ads.

WHERE MEAT AND FEED ABOUND

The industrial condition of the lake belt of country extending from Buffalo to Detroit and beyond for 100 miles is in a state of healthful activity. The section of New York State through which the New York Central Railroad travels from the metropolis is as enticing as that penetrated by the Lake Shore road farther west. The healthful state and bountiful supply of vegetation indicate that weather conditions have been favorable to crops and that grazing cattle have prospered since spring pushed the green stuff high enough for provender.

Live stock of all kinds in this territory is rounding out nicely for the market and has that slick, lazy look which shows a perfecting state. This is not surprising, because of the fact that crops are ample enough for feeding. The small grain is being harvested. The fields have yielded good harvests and their cut areas show excellent grazing for animals of all kinds, the ground having been well covered and matted with stubble for long feed.

As compared with this time last year, there seems to be fewer cattle, more hogs and more sheep upon the fields. This would indicate that a heavier draft has been made this season upon live stock of this class than upon that of any other kind. The reason for this may lie in the fact that the cattle of this section of the country which were in good average condition have been forwarded to market upon the recent heavy rises in live stock. Sheep have had the same advantages of price since last July. But, then, Michigan and Ohio—especially Ohio—have been well in the market with sheep all along and have sustained the call.

The mutton from this section of the Middle West and that part of the East named has always been in a good market condition. It is from them that much of the so-called "Canadian mutton" sold in this country comes. The natural grazing state of those areas and the even fruition of crops grown there account much for the grade of live stock shipped thence to the Buffalo, New York and Chicago markets. Cleveland, of course, has called upon these flocks and herds. Whatever fame Cleveland cut pork and cured provisions have arises from the fact that most of the hogs killed there and packed are Ohio-grown and Ohio-fed hogs. In this light it is hopeful to see the superb crop conditions here.

"Speaking of hogs," as the old country woman said, "Ohio is full of 'em." So is New York State. If it were not true the Eastern markets would have a hard time getting enough of desirable hogs for cutting and packinghouse purposes. New York city alone receives as high as 2,000,000 hogs per annum. Most of these come from the home pens, New Jersey and Ohio. It is, therefore, interesting to note that the pig supply in the Buckeye and the Empire States is apparently ample. The litters seem to be on, if not above, the average, and they are giving off well under the favorable auspices of long and short feed. Farmers in the sections noted state that the crops of produce and live stock have been better than they expected after so severe a winter as was experienced along the lake zone. The spring and summer improved industrial conditions so fast that the normal state has been

reached and prospects are bright for still further improvement in this direction.

What is true of hogs is partially true of sheep, but not so true of cattle, because the calving was backward and the demand for veal has had a tendency to deplete the supply of both veals and steers. The lower price of butter, however, has tended to kill the desire to sacrifice the calves for the sake of selling the lacteal product. The net result of this has been less selling and killing of immature or "bob" veal. The slaughter of calves had been almost criminal, for the onslaught seriously impaired the source of the prime beef supply, which rests upon the yearlings and comes direct from the two-year-olds.

Farmers now regret that the efforts of late years have been to build up a dairy herd of the two-purpose cow species. Thus the male calves have been eliminated and the heifer calves kept for the milk and butter factory. The apparently good supply of hogs results from a low hog market during 1903, which left the sow pigs on the farms for this year's litter, as fewer of these were spayed last year. The Eastern trade has benefited by this and the source of supply has been able to keep the supply coming on a comfortable scale.

Heavy Freight Movements.

Agricultural conditions in the lake districts have been helped by the general humidity and moist state of the atmosphere there during June and July. Every industrial line shows it and the freight movements over the railroads traversing that section are heavier than for some time past. The business of the big railroad systems that ramify these parts is fairly indicative of the prosperity along the roads. The country through which they pass is both fertile and well developed; also well served from a transportation point of view. The railroad sidings are crowded with loaded, loading and unloading cars, and one passes enough heavily-laden freight trains in a day's journey to feed, clothe and industrially equip the populace of a large city. A freight glut here is easily possible because of the immense amount of stuff which passes over the rails of the roads named. The make up of a 33-car train is a peculiar looking traffic patchwork of centers and sections.

Meat and provisions come from Chicago, Kansas City, Omaha, Des Moines, Sioux City, St. Paul, Cleveland and Buffalo. One notices the fact that the meat and provision car, whether bound east or west, north or south, bears no Southern labels and no Northern or Eastern ones except it be Boston or Buffalo. No product of the packinghouse in New York city or Philadelphia or Baltimore or other Eastern metropolis is bound West. That is another way of saying these great Eastern meat manufacturing centers kill and cure for home consumption and for export, taking the great trainloads of stuff from other centers to fill their extra needs. The make-up of a freight train from the Middle West to the Atlantic Seaboard and for 500 miles South along it shows the wide distribution of our varied food products. A train of thirty-three freight cars bound for Buffalo showed nearly twenty points of origin of the through carlot shipments, nearly all of them converging

toward five metropolitan centers of distribution along the Atlantic Coast.

There is a peculiar industrial phase on the beautiful islands dotting the blue waters of Lake Erie, where corn and wine are abundant, but where there is little of animal life. At the many noted wine cellars and vineyards are made thousands of gallons of excellent wines annually, but there is not the appearance of a single animal except that of the burden-bearing kind. It would seem that the "mash" of the wine press would make excellent food for the hog or the bovine when properly prepared. The swill of the still makes what is known as distillery beef. Why not the swill of the vineyard for feeding and fattening purposes? There is no evidence that the waste is taken away for utility elsewhere. The people of the islands of the lakes may not care to pollute their exclusive surroundings by the utilizing of vat and crusher wastes in the production of meat and dairy products.

CANADA AND THE BRITISH FEEDERS.

Canadians show great resentment at the Irish and Scotch farmers who continue to induce the British Government to prevent the exportation of feeder stock to the United Kingdom to be fattened in competition with the English store bullock. That seems to be a strange market condition for Canada. The people and the stock owners of the Dominion have long insisted that Canadian cattle were cheap and that finishing conditions there were more favorable to the pork and beef building trades. It would, therefore, seem more desirable to feed and finish cattle in Canada and export such to England than to forward their stock for feeding over there, where corn and all small grain are dearer than on this side of the ocean. It takes a good many tons of grain to produce one ton of meat on a live frame. The ocean freight on this ton of flesh, dead or alive, is less than that on the tons of grain which it would take to produce it. In that fact rests the value of the proposition to feed and finish American steers on the other side. It is true that labor is cheaper over there than with us, but labor is not the expensive item at the feed lots. Probably the Canadians have figured it all out. In any light, Canada is not the meat paradise that is claimed for it, or that domain would not be on the ragged edge with Scotch and Irish feeders.

RUSHING WORK ON MORRIS PLANT.

Work on the new packing plant of Nelson Morris & Co. at Kansas City, Kan., stops neither for floods nor strikes. M. S. Mayer, the local manager, said recently that during the floods he was unable to work at the buildings, but succeeded in rounding up all the needed material and getting it on the ground, so that now the work is being rushed. The high water damaged only one wall and that has been repaired. The main building has been roofed and carpenters are at work on the interior. Mr. Mayer is undismayed by the delays encountered so far, but says that in the face of them all he is a bit coy about setting a date when the plant will be finished. It will be pushed hard all the time, however.

WARREN WANTS PUBLICITY.

Food Commissioner Warren, of Pennsylvania, has taken a new tack in his war on meat and provision dealers in his State. He now refuses to accept money in payment of fines, and insists on bringing every case to trial and giving it full publicity, whether the defendant is willing to settle or not. Most of these cases are for selling oleomargarine as butter and for dealing in meats treated with sulphites.

GERMAN IMPORTS FALLING OFF.

The effects of the new German meat laws are spreading. While importations from Holland into Dusseldorf, Germany, during the first quarter of the year of 1903 amounted to 289,581 and 703,861 kil. for beef and pork, respectively, a reduction of imports is noticeable during the first quarter of the present year, which are represented by 100,664 kil. of beef and mutton, and 227,414 kil. of pork.

EGYPT'S COTTONSEED EXPORTS.

The cottonseed export of Egypt was valued at £452,000 for the first quarter of 1904; for the same period in 1903 the value was £397,000, and of 1902 £685,000.

EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending July 23, with comparative tables:

	PORK, BARRELS.		Nov. 1, 1903.
	Week July 23, 1904.	Week July 23, 1903.	
United Kingdom.....	1904.	1903.	1904.
Continent.....	328	571	32,019
So. and Cen. Am.....	293	212	16,356
West Indies.....	255	291	15,103
Br. No. Am. Col.....	1,007	657	47,565
Other countries.....	118	55	8,530
Totals.....	19	73	1,825
Totals.....	2,217	1,857	121,458

	BACON AND HAMS, POUNDS.		Nov. 1, 1903.
	Week July 23, 1904.	Week July 23, 1903.	
United Kingdom.....	10,000,050	11,798,088	386,111,269
Continent.....	515,752	1,036,850	47,836,084
So. and Cen. Am.....	98,200	135,725	4,204,288
West Indies.....	139,150	208,728	9,252,557
Br. No. Am. Col.....	2,100	4,626	57,600
Other countries.....	31,025	489,875	1,479,300
Totals.....	10,786,277	13,673,891	448,935,098

	LARD, POUNDS.		Nov. 1, 1903.
	Week July 23, 1904.	Week July 23, 1903.	
United Kingdom.....	5,832,684	3,768,979	195,237,906
Continent.....	4,588,207	2,376,775	218,764,597
So. and Cen. Am.....	302,370	260,925	12,390,107
West Indies.....	851,400	454,600	25,912,995
Br. No. Am. Col.....	2,100	7,000	351,780
Other countries.....	2,100	143,900	2,955,545
Totals.....	11,576,821	7,012,179	455,612,930

RECAPITULATION OF WEEK'S EXPORTS.

From:	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	1,443	3,840,800	4,835,590
Boston.....	50	1,835,925	1,859,194
Portland, Me.....	300	1,298,325	58,125
Philadelphia.....	310	74,250	680,040
Baltimore.....	.....	76,252	1,907,708
Mobile.....	.....	33,775	16,350
Newport News.....	.....	.....	113,894
New Orleans.....	114	45,550	235,450
Montreal.....	.....	3,581,400	1,718,500
Totals.....	2,217	10,786,277	11,576,821

COMPARATIVE SUMMARY.

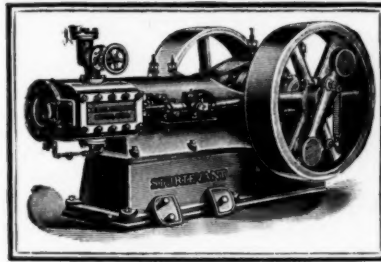
	Nov. 1, 1903.	Nov. 1, 1902.	Increase.
Pork, lbs.....	24,291,000	22,556,000	1,735,000
Bacon & hams, lbs.....	448,935,098	439,913,294	9,021,804
Lard, lbs.....	455,612,930	428,882,058	26,730,872

OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per Ton.
Canned meats.....	7 6	12	16c
Oil cake.....	6 3	5 6	12c
Bacon.....	7 6	12 6	16c
Lard, tierces.....	7 6	12 6	16c
Cheese.....	20	25	24
Butter.....	25	30	24
Tallow.....	7 6	10	16c
Beef, per tierce.....	1 6	2 6	16c
Pork, per bbl.....	1 6	2 0	16c

Ten Thousand Sturtevant Engines

Are in Use Throughout the World



SIZES RANGING FROM 2 to 400 HP.

Over thirty years of the most exacting experience is compressed into their design and workmanship

B. F. STURTEVANT CO.

Boston, Massachusetts
New York Philadelphia Chicago London

353

JAPS EAT OUR MEATS.

Forty earloads of canned meats were not long ago billed from Chicago to Yokohama on orders from the Japanese government, and it is said that other similar orders are being filled as rapidly as possible. Owing to the very large supply of provisions on hand the butchers' strike will have no deterrent effect on the filling of these big war orders. It has been said that the Japanese soldier lives on cereals and fish. These orders would seem to indicate the contrary. The strenuous campaign now being waged in Manchuria could only be carried through on a meat diet. The prevalence of the vegetarian belief has been due to the secrecy with which the Japanese orders have been placed and filled. It would not do to have a shipload of army meat seized by a stray Russian cruiser.

anese orders have been placed and filled. It would not do to have a shipload of army meat seized by a stray Russian cruiser.

STEER SHEEP MEAT.

Fewer sheep will go on feed this year than last, and last year's crop was a short one. It is true that mutton is high. So are sheep. Feeders are no exception. The lamb market is so hungry for lambs that the feed lots have found themselves in competition with the consumptive market at the latter's prices for live stock. The result is that the feed lot sees little margin for competition after the cost of feeding and finishing. Live lambs will continue to rule high. Mutton and wool prices make high sheep.

EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to Europe for the week ending July 23, as shown by Lunham & Moore's statement:

Steamers.	Destination.	Oil		—Beef—		—Lard—	
		Cake.	Cheese.	Tes.	Bbls.	Pork.	Tes. Pkgs.
Campania, Liverpool.....	1357	547	.....	105	.....	80
Armenian, Liverpool.....	3731	1068	.....	225	18	700 5791
Majestic, Liverpool.....	147	1852	.....	89	35 228 4610
Cedric, Liverpool.....	1740	.....	1025	500	.....	316 1175
Philadelphia, Southampton.....	1722	.....	5	.....	..... 900
Minneapolis, London.....	230	491	.....	50	375 9055
Idaho, Hull.....	600	758	.....	.....	350 6600
Astoria, Glasgow.....	724	.....	585	110	210	35 360
Thespis, Manchester.....	450 7093
Pretoria, Hamburg.....	10	201	18 945 4015
Potsdam, Rotterdam.....	4014	.....	.....	.....	60	30 452 1000
Zeeland, Antwerp.....	6666	300	.....	55	.....	50 331 915
K. Wil. der Grosse, Bremen.....	10	100	..... 400
Barbarossa, Bremen.....	75	.....	..... 1700
Bordeaux, Havre.....	4680	.....	.....	.....	.....	.....
La Savoie, Havre..... 50
Oscar II., Baltic.....	11717	.....	60	435	62	785 1425
Poehontas, Mediterranean.....	16 860
Prinzess Irene, Mediterranean.....	265	.....	.....	.....	..... 750
Saxon Prince, South Africa.....	4	5	.....	.....	.....	..... 485
Total.....	33272	2108	8357	1101	664	976 263 5063 47184
Last week.....	9571	3005	5969	1016	324	1085 438 4508 39223
Same time in 1903.....	14156	2061	6701	30	420	1045 54 2030 40026

TRADE GLEANINGS

Mayor Baxter, of Portland, Me., is taking steps to interest capital in building an abattoir in that city. He has asked the Secretary of Agriculture at Washington, D. C., to expedite the movement to establish the necessary conditions at the port to invite cattle shipments. The Grand Trunk Railway Company is also pushing the plan.

Speakman's slaughter house at West Grove, near Kennett Square, Pa., was burned recently, entailing a loss of \$2,000. Cause unknown. It will probably be rebuilt at once.

The packing establishment of the Twitchell-Champlin Co., wholesale grocers and packers at Portland, Me., was burned July 21. The loss is \$225,000. Cause not given. It is expected the buildings will be replaced as soon as possible.

J. C. Leary, of Salt Lake City, Utah, is promoting the erection of a packing house in that city. He is aided by a committee of five citizens and already a large portion of the capital necessary has been subscribed. It is proposed to incorporate for \$125,000. Plans for a lard, sausage, hide, fertilizer and abattoir and freezing rooms have already been drawn. The proposed capacity is 300 cattle, and 1,000 sheep and 1,000 hogs per day.

The Victor Cotton Oil Company, with \$1,500 capital, has been incorporated at Louisville, Ky. The directors are B. Bernheim, G. W. Tarleton, I. W. Bernheim, F. M. Sackett and Charles Schimpeier.

The recently incorporated Abbeville Cotton Oil Company, of Abbeville, La., has purchased a site and begun construction of a mill. It has \$25,000 capital.

The Carolina Cottonseed Company, of Smithfield, N. C., has been incorporated with \$50,000 capital by W. A. Sanders, Thomas S. Fuller and James H. Pou, to manufacture fertilizers and cottonseed oil.

It is stated that a large packing company will build a branch at El Reno, Okla., if the city will donate a site and give a small cash bonus. The Chamber of Commerce is pushing the matter.

J. A. Weaver, of Waxahatchie, Tex.; W. C. Bishop, of Dawson, Tex., and F. M. Weaver, of Fort Worth, Tex., have incorporated the Rockwall Cotton Company with \$60,000, to operate cotton gins and a cottonseed oil mill, at Rockwall, Tex.

The Midlothian Oil and Gin Company, with \$75,000 capital, of Dallas, Tex., has been chartered by M. Sansom, of Fort Worth, Texas; J. B. Wilson, of Dallas, and P. J. Manning, of Terrell, Tex., to build a cotton factory and cottonseed oil mill.

The Merchants' and Planters' Packing Company, of Sheridan, Ark., has been chartered. The capital is \$5,000. The officers are John P. Harper, president; W. C. C. Dorrough, vice-president; R. H. Allen, secretary, and A. B. Rowland, treasurer.

The Armour Fertilizer Company has bought a twenty-acre plot of land on the St. John's River, at Jacksonville, Fla., on which to build a new plant. The present plant will be removed from the foot of Liberty street, Jacksonville, to the new site as soon as buildings can be put up. The new plant will have 25,000 tons capacity per annum and will require 100,000 square feet of floor space. The

STEEL TANKS OF EVERY DESCRIPTION AND ANY CAPACITY



STEEL STORAGE TANKS, CAR TANKS, GRAIN TANKS, TANK CARS, CYLINDER TANKS, PRESSURE TANKS, STEEP TANKS, LARD, SOAP AND REFINING KETTLES, RENDERING TANKS, STILLs, BOXES, PANS, SHELLS, STACKS, BLOW CASES, RIVETED PIPE, GENERAL PLATE WORK.

WM. GRAVER TANK WORKS

CHICAGO
77 Jackson Boulevard
Rooms 1409-10-11

total cost of the buildings, machinery, wharfs, etc., is put at \$1,500,000.

The Pendergrass Cotton Oil Company, of Pendergrass, Ga., has begun the erection of its mill. It was recently incorporated for \$16,000. Machinery has been ordered and they hoped to start the plant by October 15. P. J. Roberts is president and general manager.

The Keith Leather Company, of Peabody, Mass., has been chartered with \$15,000 capital by Frederick A. Keith and Roswell F. Keith.

Frank Winchester and S. J. Greenbaum, of Peabody, Mass., have incorporated the United States Tanned Pigskin Company, with \$65,000 capital.

Charles Buck & Son Company has been incorporated at Portland, Me., with \$25,000 capital, all paid in. The officers are: Charles F. Buck, Stoneham, Mass., president, and Henry M. Park, of Wakefield, Mass., treasurer. It will deal in hides, tallow, etc., in Massachusetts.

Burglars who got into the office of the Cudahy Packing Company, in Boston, Mass., July 22, were amateurs, as they took only a revolver and some small change, leaving \$3,000 in cash untouched.

Fire at Ferguson, Mo., destroyed the slaughter house, ice house, cattle yards and barns of Fred Bindbeutel on July 23. Loss \$7,000. Cause not known. He will rebuild at once.

The Los Angeles, Cal., Common Council is considering plans for removing all slaughter houses from the city limits. No site has yet been selected at which to sequester them, but action will be taken shortly.

The following gentlemen were elected officers of the New Orleans Live Stock Exchange, of New Orleans, La., at a meeting of this body recently held:

John Munford, president; B. F. Howell, vice-president; R. E. Norton, treasurer; Alf. H. Isaacson, secretary. President Munford appointed the following committees: Executive—William Frank, Jr., chairman; James

L. Lemarie, Joseph Maumus. Finance—William Frank, Jr., chairman; Joe Donaldson, R. E. Norton. Grievances and Arbitration—R. F. Howell, chairman; S. D. Jackson, Joseph Bordes, Jones A. Kendrick, E. B. Lacoste. Market Reports—C. H. Rice, chairman; J. G. Lacroix, A. P. Perrin, W. H. Hodges.

The South Peru packing house, at Peru, Ind., owned by Stephen Tudor & Co., of Kokomo, was destroyed by fire July 22, entailing a loss of \$11,000. The insurance on the packing house is \$1,000. The fire originated in the packing house barn, and as none of the employees were in the barn after 6 p. m. the cause is attributed to incendiarism.

Fire July 21 in the Texas Refinery and Soap Factory Building, at Greenville, Tex., destroyed the engines, soap kettle and lard compound machinery. The refinery and brick warehouse were saved. The entire property was insured for \$7,000. The loss is estimated at \$25,000.

The Nelson Morris and Company branch at Petersburg, Va., was almost entirely destroyed July 23, by fire which burned two adjacent buildings as well. The total loss is about \$20,000, partly insured.

Pursuant to an order of the United States Court, the Brady Union Stock Yards, at Atlanta, Ga., were recently sold to the highest bidder, the property going to Attorneys O. E. & M. C. Horton, representing silent purchasers. The purchase price was \$120,750 cash, which will be paid just as soon as the United States Court passes an order confirming the sale.

THE

TRADE

CAN ALWAYS

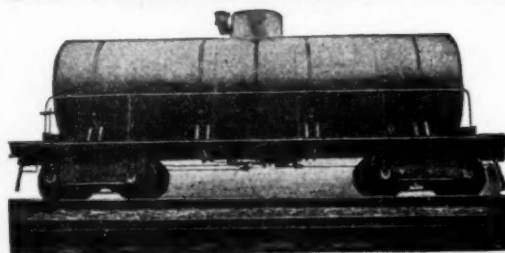
GLEAN

BARGAINS

BY KEEPING AN EYE ON

: : PAGE 48.

Oil Tanks on Steel or Wooden Cars



Strictly According to Penna. R. R. Requirements.

ANY CAPACITY

ANY PURPOSE

Write Us

Warren City Tank & Boiler Works,

WARREN, O.

THE HOG INDUSTRY

Condensed from Bulletin No. 47, Bureau of Animal Industry, U. S. Dept. of Agriculture,
By George M. Rommel, B.S.A., Expert in Animal Husbandry.

(Continued.)

Condimental Feeds.

Two experiments are noted which deal with the value of condimental stock feeds in pork production. These feeds have quite general use over the country, and, on account of strict legislative regulations and the supervision and analyses by the experiment stations, they are generally of high feeding value, having a high nutrient content. They are prepared with palatability in view and often contain some harmless drug that increases the attractiveness of the feed and may have a good effect on the digestive functions. They are thus frequently found valuable where animals are being crowded or are suffering from the effects of improper feeding. Oil meal usually forms the basis of these feeds and is supplemented by bran, bean meal, cottonseed meal, ginger, fenugreek, etc. These feeds range in price per ton from \$30 to \$500. The manufacturers generally direct that they be used in very small amounts.

At the Indiana Station Plumb fed two lots of 4 pigs each to determine the value of American stock food. The pigs were gilts, four months old. There were three Poland Chinas and one Chester White in each lot. The experiment lasted one hundred and twenty-two days. Lot I was fed a mixture of equal parts of shorts and hominy feed and a small amount of American stock food; Lot II received the same ration without the stock food. At the Iowa Station Kennedy and Marshall fed two lots of five crossbred pigs each averaging 205 pounds. One lot on corn meal and Standard stock food was compared with a lot on corn meal alone.

The Indiana results show that nothing was gained by the use of the prepared food; in fact, there was indicated a decided disadvantage, as more feed was required per 100 pounds of gain and the profits were very much less than with the lot not having the prepared feed. The Iowa results show a saving in cost of 10 cents per 100 pounds gain for the pigs receiving Standard stock food and a net profit per pig of 25 cents in favor of this lot as compared with pigs on corn meal alone. It is needless to point out that the results of these two experiments should not be too closely compared. In addition to the stock food given one lot, all the Indiana pigs were on a mixed ration; whereas in the Iowa test the stock food was the only variation from corn meal that was permitted. The results from adding any palatable feed to a straight corn-meal ration will be greater than the addition of the same or a similar feed to a mixed ration, because in the one case variety is the greatest necessity of the ration, while in the other it is already present. The same, if not very much better, results would have been seen had pigs on a ration of corn meal and green or succulent feed or dairy by-products been compared with pigs on a ration of corn meal only; and oil meal would probably have had a similar effect. While some of the difference in results may have been due to a difference in

the quality of the two stock foods, it would naturally be expected that not only a better showing in rate and economy of gain for the stock food when conditions resemble those of the Iowa test would be made, but it would also be expected that there would be a relatively greater showing from the standpoint of total feed eaten. Both of these results are manifest; indeed, in the Indiana test the stock food seems to have had no effect whatever on the appetite.

Plumb mentions a test by a student at Purdue University where Rauh's stock food was fed to three pigs for thirty-five days, after which they received Standard stock food for forty-nine days. They had equal parts of corn meal and shorts, and were compared with a lot of three pigs on corn meal and shorts only. There was a total gain of 2.5 pounds in favor of the prepared food first mentioned. The total balance was 21 pounds of gain in favor of the condimental feed.

These results favor the stock food in about the same proportion as in the Iowa test.

Dairy By-Products.

The use of the by-products of the dairy and creamery (skim milk, buttermilk, and whey) is one of the most interesting subjects of study in pork production. The value of the milk is known on every farm, although it may not be fully appreciated, and anyone who has fed pigs knows the keen appetite that these animals have for milk and its products. In the neighborhood of many large dairies pork production has become a very prominent and lucrative branch of the dairy industry.

Regarding solely their chemical composition, the by-products of the dairy contain most of the indispensable feeding constituents of the milk from which they are produced. The residue from the separation of cream (skim milk) and that from churning (buttermilk) leave two products that contain practically all the protein and carbohydrates of the whole milk. In cheese making, the whey that is left is the least valuable of the dairy by-products, the greater part of the casein and fat of the milk being retained in the cheese. While whey is by no means worthless for feeding purposes, it can readily be seen that if skim milk and buttermilk have higher feeding values for pigs than whey, butter making and pig feeding will more profitably accompany each other than will cheese making and pig feeding. These by-products supply growing material to young animals and provide an excellent nitrogenous balance in the fattening ration. The constituents that remain in the milk after skimming and churning are the most expensive ones, considered from the standpoint of feeding and fertilizing value, and it is largely due to this fact that dairy farming is so often a profitable business when conducted in a thorough manner.

The value of dairy by-products is not alone in their nitrogenous character. They have an effect on the digestion that brings results out of all proportion to their nutritive

value. Where pigs have been for a long time on a monotonous ration, such as corn meal alone, they lose appetite, become listless, and sick, and so make very unsatisfactory gains. If skim milk is given, even in very small amounts, an immediate change for the better is noticed—appetite returns and the pigs begin to gain rapidly in weight. As already stated, the gain in weight is out of all proportion to the actual amount of nutrient material in the milk, and this peculiarity has been remarked upon, not only when pigs are fed as indicated above, but also when pigs are fed to a varied grain ration and skim milk in comparison with others on the grain ration only. Just why dairy by-products have this effect is not exactly known, but the suggestion has been made that they keep the digestive system in better order, and thus enable the animal actually to digest a greater percentage of his feed. The same fact has been noticed when roots and green feed are fed. Pasturing on rape, alfalfa, or the grasses probably has a similar effect.

The effect of dairy by-products on the carcass is one of the most important results of such feeding. It is generally admitted that, while excellent hams and bacon may be produced without dairy by-products, the use of these by-products will result in pork of a more nearly uniform high quality.

Feeding Value of Dairy By-Products.

Comparing Grain and Milk Rations with Rations of Grain Alone and Milk Alone.—Linfield reports the results of a series of investigations at the Utah Station. In all, seven distinct experiments are given. Except in one experiment, the pigs were confined on the north side of a barn, were furnished plenty of bedding, and allowed a small run. When grain alone was fed it was mixed with water to form a thin slop, and when milk was fed with grain it was mixed in the same manner. The milk was never given sour. The hogs had access to pure water, had charcoal and ashes in the pens, and were fed twice daily. These experiments were conducted primarily with the object of comparing the value of feeding a combination of grain and skim milk with both grain alone and skim milk alone. They varied somewhat in details, and some difficulty seems to have been experienced in obtaining as much milk as the circumstances required.

The grain was fed in various combinations with the milk, and was usually that which was available in that section for feeding purposes. It consisted of equal parts of barley and bran, corn and wheat, wheat and bran, and corn meal and bran, and in two experiments ground wheat. Whey was fed in the fifth, sixth and seventh experiments; it formed not over 12 per cent. of the by-product in the fifth, but was as much as 40 per cent. in the last two. It was a matter of remark that the results in these experiments were fully equal to those where skim milk was fed throughout the entire feeding period, which shows that whey has quite a high feeding value. The quantity of skim milk in the lots fed milk and grain in comparison with grain alone or milk alone varied from 4 to 6 pounds of milk per pound of grain fed at the beginning of the experiment, the amount of milk being gradually de-

creased with the age and weight of the pigs. The pigs used were all well bred, usually being Berkshires, Berkshire grades, or Poland China grades.

These results indicate, that, in rate of gain, an average of eight tests with a grain-and-milk ration shows gains made one-third faster than in five tests with grain alone, and nearly twice as rapidly as in four tests with milk alone. The last amount of dry matter required for 100 pounds of gain was that with the pigs on milk alone, but the pigs on grain and milk required the least digestible dry matter per 100 pounds gain. The returns from skim-milk feeding are estimated by Linfield at 17 cents per 100 pounds of skim milk when grain and milk were fed and 10 cents per 100 pounds of skim milk when milk alone was fed, grain being valued at 75 cents per 100 pounds.

These experiments show that pigs fed on grain and milk are enabled to eat much more feed than those on grain alone; those on grain and milk ate 4.24 pounds of dry matter per head daily; the pigs on grain alone 3.93 pounds of dry matter per head daily, and the daily average of the pigs on milk alone was only 2 pounds of dry matter. This is a point of great importance, and, with the figures showing rate and economy of gains, illustrates the fact that skim milk fed to pigs with grain enables them to eat more feed and to make more gain than pigs on grain alone.

The unsatisfactory character of the gains made by the pigs on skim milk alone is very apparent. This method of feeding should never be resorted to.

Corn and Dairy By-Products.

At the Tennessee Station Soule and Fain fed four lots of pigs to compare a corn-meal and water ration with others in which skim milk and whey were used. The pigs were high-grade Chester Whites and were confined in pens. The rations were as follows: Lot I was fed 6 pounds of corn meal and 10 pounds of water at the beginning of the experiment, increasing to 8 pounds of corn meal and 16 pounds of water toward the close. Lot II had 6 pounds of corn meal and 18 pounds of skim milk at the beginning, increasing to 8 pounds of corn meal and 40 pounds of skim milk toward the close. Lot III had 4 pounds of corn and 12 pounds of skim milk for the first fifteen days and 1.75 pounds of wheat meal, 6.25 pounds of corn meal, and 40 pounds of whey toward the close. Lot IV was fed 2.00 pounds of corn meal, 4 pounds of cowpea hay, and 8 pounds of skim milk at the beginning, which was changed to 5.5 pounds of corn meal, 1.5 pounds of chopped cowpea hay, and 26.75 pounds of skim milk toward the close.

These rations were the amounts of feed that each lot received at a single feed, so that the daily ration for one lot of pigs was double the amounts given above. The feeds were valued as follows: Corn meal, \$17 per ton; pea hay, \$13.50 per ton; wheat meal, \$25 per ton; skim milk, 22 cents per 100 pounds; whey, 11 cents per 100 pounds.

The pigs were bought on the Knoxville market at 4½ cents per pound and weighed from 130 to 140 pounds at the time of purchase. They were sold at 5½ cents per pound.

The great advantages to be gained by feeding dairy by-products with carbonaceous

England's shifting of preference from the heavy to the light beef animal has not been the only recent evidence of a change in meat taste in that country. Britishers have gradually altered their mutton liking, until now, as in the United States, the preference is for light spring lamb. This change in demand threatens the existence of the sheep industry of Great Britain, according to Prof. W. J. Kennedy, the United States Department of Agriculture expert, who has been studying foreign meat conditions. He predicts a rapid decrease in native mutton production and the necessity for greatly increased mutton imports to supply the demand for home consumption.

The British sheep-raiser of the present day cares little for purity of breed. What he is after is the returns. If a cross from some other breed will give him earlier and better selling lamb, the tendency is to introduce the cross. This condition of affairs is going to have its influence. It cannot be otherwise. It has been brought about by changed market demands on one hand and a scarcity of money on the other. In former years the markets demanded large cuts of joints of meat. These could be obtained only from large lambs and yearlings or two-year-old wethers. In those days the lambs were weaned in the early fall months, turned on good grass, with some roots or forage crops in addition. When the weather became cooler they were put in the pens and fattened for the spring market. For this purpose all of the breeds gave very good results. With plenty of grain, roots and cake they could be finished for the market.

The market demands have changed very much in the last decade. The heavy animals are not given the preference any more. The market now calls for small sheep and lambs. These furnish small cuts, such as are in

concentrates are brought out in the results. The pigs on corn meal alone ate less than any others, and although their cost of feed was low they were not so profitable as those fed milk and grain, which ate very much more. An exception to the general rule is seen in Lot IV, which were fed very unprofitably.

With the pigs selling at 5½ cents per pound live weight, the authors estimate that this

great demand all over the country. Go where you will and the butchers cannot get enough small cuts to meet the demand. Quick returns are what the modern farmer is seeking for in his sheep. Anything which will give these results is introduced. Instead of fall and winter feeding the lambs a new method has been introduced. In many sections a large number of the lambs are marketed at the age of three months, the largest and earliest lambs selling for from \$7 to \$10 each. This is an unusual price, and it makes the production of lambs a most profitable business. This being the case, the farmer, quite naturally, seeks for the cross which will give him the greatest weight at the earliest possible age.

This feature has become a special business in many sections. All of the various crosses have been tried, and are recorded as being good, medium or undesirable. Certain types of ewes have been found to be the most desirable mothers. The milking qualities are a most important point to be observed. The lamb for the early market must be large and fat to command premium prices. Ewes of different types nick best with rams of some particular breed. They have the work down to almost an exact science. For fat lamb breeding they claim that cross-bred lambs invariably thrive better and as a rule have such robust constitutions and sound, healthy digestive organs that they fatten quickly and at a minimum cost.

While this early lamb business has been very profitable and helpful to the English farmer, it promises to be the ruin of the sheep industry, owing to the fact that when the lambs are weaned early the ewes fatten up and are soon in good flesh. This is especially true where they have been grain fed during the winter and spring months. The final outcome is that the ewe, too, is sold for mutton purposes.

experiment returned, for the corn fed, 66.7 cents per bushel of 56 pounds, which is said to be 26.7 cents per bushel more than Tennessee farmers usually get for their corn. The feeding value of skim milk in this test was, approximately, 28.3 cents per 100 pounds.

(To be Continued.)

ANTS HAVE GOOD APPETITES.

Government Expert O. F. Cook, discoverer of the Guatemalan boll weevil-eating ants, has wired the Department of Agriculture from Texas that the new ants are destroying cotton boll worms and are destroying similar injurious insects with even greater avidity than they do the boll weevil. The ants do not injure at all the larvæ of the lady bird, which is a beneficial insect. Mr. Cook reports that the agricultural value of the ants now depends chiefly on acclimatization and rapidity of propagation.

ITALIAN SOAP EXPORTS GROW.

Italian soap exports during the first three months of 1904 show a striking increase as compared with those for the same period of former years. The figures are: 1902, first quarter, 879,900 kilos; 1903, first quarter, 822,000 kilos; 1904, first quarter, 1,128,300 kilos.

THERE IS MONEY

in Packing House Products
if you know what you have
to work with and how to
work it. You can find this
out by consulting the

STILLWELL-PROVISIONER LABORATORY

Official Chemists to the New York
Produce Exchange

36 Gold St., New York Branch: Floor A, Produce Exchange

THE National Provisioner NEW YORK and CHICAGO

Published by
THE FOOD TRADE PUBLISHING CO.

(Incorporated Under the Laws of the State of New York.)

DR. J. H. SENNER... *President and Editor*

GENERAL OFFICES

Floor A, Produce Exchange, New York, N. Y.
Cable Address: "Sampan, New York."
Telephone, No. 5200 Broad.
GEORGE L. MCCARTHY, Business Manager.

WESTERN OFFICES

Chicago, Ill., 17 Exchange Ave., Union Stock Yards.
Telephone: Yards 972.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as all subscriptions are entered by us for that period, and we cannot recognize any notice to discontinue except by letter.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID:

United States and Canada, excepting New	
foundland	\$3.00
All Foreign Countries in the Postal Union,	
per year (21s.) (21m.) (26fr.)	5.00
Single or Extra Copies, each .....	.10

THE STRIKE

Public sympathy is usually with the strikers in a conflict between labor and business management. Sometimes the moral support of the public in such cases is not misplaced. In the present strike of the employees of certain packers, however, the strikers are receiving but little encouragement from either the public or the press. Considered absolutely without prejudice to either side, the facts of the trouble are as follows:

The meat cutters believed they should receive higher wages than were being paid by some of the large companies, and other minor grievances added to their feeling of discontent. The union, acting for all individuals, could not arrange mutually satisfactory terms with the packers. The ultimatum of a strike was announced and the day set for its becoming operative. The packers offered to arbitrate; the union refused. The strike was called. Eight days later the union accepted a plan of settlement which included arbitration. They might have had it without calling out a man if they had agreed to the packers' original offer. The fact that the union accepted arbitration in so short a time clearly shows that there was absolutely no good reason for the strike in the first place.

After accepting the plan there came a hitch which made the situation worse than before. The memorandum of agreement contained the following:

"The packing companies signing this agreement to retain all employees now at work who wish to remain, and will re-employ all employees now out as fast as possible, without discrimination.

"Any former employee not re-employed within forty-five days from date work is resumed to have the privilege of submitting his or her case to arbitration on question of discrimination, decision of arbitrators to govern."

The morning after the signing of the agreement thousands of the strikers returned to work. The packers re-employed all they could use to finish the work on hand and the supply of live stock in sight. All others were turned away. This was strictly in accordance with the stipulation to "re-employ all employees . . . as fast as possible." The ex-employees immediately raised the cry that the packers were not keeping the agreement. It was also charged by them that some of the employees had been discriminated against by superintendents because they had been turned away temporarily. These superintendents were the best judges as to whether certain men were available for the work on hand, and if there was no work for them at the time the "as fast as possible" clause was not violated. In addition the ex-employees were safeguarded by the "forty-five days" provision.

The reasonable thing under the circumstances would have been for the union officers to ask for an explanation, if they were in doubt. But the strikers, as individuals, not understanding the agreement made by the union officers and supposing all hands were to be taken back immediately, demanded that the strike be renewed at once. It appears that at this point the union officers completely lost their heads and gave the renewal order in response to the clamor, without investigation, inquiries or anything else.

With the men out again, there was nothing for the strike leaders to do but to make the situation as bad as possible. To this end they asked for sympathetic strikes from all other classes of packing house employees. These in turn delivered an ultimatum which, when not acceded to, resulted in the men walking out without even waiting for the call of their officers, making it apparent that they were no more controlled than the butchers and cutters.

The strike was uncalled for in its inception. It has been mismanaged in every particular. One set of strikers have bulldozed their officers; the other set disregarded theirs; an agreement made in good faith has been flagrantly broken. It is evident that the packers are dealing with a combination of a leaderless mob and mobless leaders.

Meantime the supply of meat is reduced by

the decreased output of the concerns affected, though the increased output of the scores of plants not affected will probably supply any deficiency.

TEXAN BEEF

Reports from all over the country show that local slaughterers are killing farm, grasser and Texan grades of beef for nearby consumption. Transportation companies will accept cattle shipments in these times subject to strike conditions only. That is so hazardous that shippers of natives will not take the risk. Little slaughter houses everywhere are killing a few cattle. The packers themselves are slaughtering a larger per cent of Texans because they are in demand at this time and sell admirably. The predominant grade of beef for the past ten days has been Texan.

Indications from all over the country are to the effect that no beef famine is in sight. The prices of beef have not been seriously affected. In fact the market is on the decline. The daily press has the public so frightened that the consumer will not go to the butcher shop for fear of being imposed upon. The consumption of meat is, therefore, largely cut off. As a matter of fact, meat is normal. In the midst of it all comes the Texan steer, and he has a lucky time of it. As soon as natives can go forward safely the market will swing back to the prime corn-fed steer, and the Texan will return to his old place at a lower price for his meat.

BUSINESS BRACING

Business seems to be girding itself for a move forward. That means that the general business situation is measurably assured by and satisfied with the political situation. One of the best evidences of this assured feeling is the general summer activity in stocks and bond trading at a season of the year when most securities seem to be in the dumps. The market feels a better tone and more real life than previously. Such tendencies to reaction in financial circles are hopeful signs of a brisk fall business and a general commercial tuning up all along the line.

Our industrial life will quickly respond to this revival of trade activity, for there has lately been a deadness which nearly suffocated much of our commercial life abroad. Better tone and greater financial activity here will have a far-reaching effect upon foreign trade conditions. The swing of the financial pendulum has been to America, and Europe has felt the need of money. The stiffening of the business nerve for an early fall campaign and the feeling of security in commercial circles because of an all-around satisfactory political situation are enough in themselves to father the hope of an active and a prosperous year during 1905, following a healthful revival in the late fall of this year.

TECHNICAL AND SCIENTIFIC

INCOMBUSTIBLE INK AND PAPER.

The pulp for this paper is composed of vegetable fibre, 1 part; asbestos, 2 parts; borax, 1/10 part; alum, 1/5 part. The ink can be used in either writing or painting, and is made according to the following recipe: Graphite finely ground, 22 drams; copal or other resinous gums, 12 grains; sulphate of iron, 2 drams; tincture of nutgalls, 2 drams; sulphate of indigo, 8 drams. These substances are thoroughly mixed and boiled in water.

TO HARDEN STEEL INSTRUMENTS.

Any piece of steel wire can be made into a drill of such hardness that it will easily penetrate glass, or into an engraving tool, with which to graduate bottles, etc. In the first place shape the wire as desired by filing, then mix four parts powdered resin and two parts fish oil with one part of tallow heated to the melting point. Heat the wire or other object to be hardened to dull redness, dip it into the mixture, and leave there until perfectly cold. After that it is heated again and dipped into cold water until the desired degree of hardness is obtained.

DETERMINATION OF SULPHUR IN GLUE.

According to Krummacker, the most accurate method of determining sulphur in glue and similar products is by calorimetric tests with the Mahler bomb, the operation being conducted in a current of oxygen under pressure. The glue is first dehydrated by treating it with alcohol, and is then powdered in a mortar (an operation that must be preceded by dehydration). This powder is pressed into pastiles after remaining for some days in an atmosphere saturated with moisture. After combustion, the sulphur is determined as sulphuric acid, in the form of barium sulphate.—Rev. Chim. Ind.

STEARINE CANDLES.

Stearine candles are made of the stearine or stearic acid obtained from tallow, in the same way as other mold candles. They furnish a superior light and burn a long time. Some years ago it was a general practice for the manufacturer to add a little arsenious acid, white arsenic, to the stearine to prevent it crystallizing, and thus spoiling the appearance of the candle, but owing to the spirited way in which this was exposed by the press, it has been discontinued by all respectable houses. To make hard tallow candles use a mixture of mutton tallow, 10 oz.; camphor, 1/2 oz.; beeswax, 4 oz., and alum, 2 oz.

PASTE FOR CAN LABELS.

A paste that will make labels stick to tin cans may be prepared as follows: Make a stiff flour paste in the usual way, then add two ounces of tartaric acid and a pint of molasses. Boil the mixture until stiff, then add 10 or 15 drops of carbolic acid. The following is another formula: (a) 3 oz. pulv. gum arabic, 6 fl. oz. cold water. (b) 2 oz. pulv. gum tragacanth, 14 fl. oz. cold water. (c) 1/2 fl. oz. acetic acid. Dissolve the gum arabic in the water by agitation. Mix the

gum tragacanth with the 10 fl. oz. of water, and leave to digest for two days. The gum tragacanth does not dissolve, but swells up and forms a thick paste. Mix a and c, then stir into b.—Oil and Colourman's Journal.

PRESERVATION OF BUTTER.

The French National Society of Agriculture has recently received from one of its members an interesting communication on the preservation of butter by fluoride of sodium. The writer says this substance is not hurtful unless administered in doses of some 30 grams (463 grains) a day for animals weighing 125 pounds. From one-quarter to 1 gram (1 gram equals 15.43 grains) in a pulverulent state suffices for 2 pounds of butter, which it will preserve indefinitely. It is stated that the strength of the fluoride, so far as its effect upon the health is concerned, is diminished one-half by mixing. If, however, it retains its full strength, no inconvenience can result, as many physicians prescribe as much as 40 centigrams (6.16 grains) every twenty-four hours in order to regulate digestion.

It is further stated that the fluoride can be used only in infinitesimal quantities, as more than half a gram (7.7 grains) to a pound of butter renders it unpalatable, but that instead of making the butter indigestible and less nutritive, the fluoride, when used properly, is considered an aid to digestion.

REPROOFING WOOD.

A mixture of ammonium sulphate and sulphate of lime, or gypsum, in various proportions, according as it is to be applied to materials of greater or less fineness, is recommended for fireproofing of wood. The sulphate of lime is transformed, with the salt of ammonium, into a double compound, which produces none of the disagreeable effects of the latter, or at least in a very slight degree only. The action of this mixture of salts, which, on account of its cheapness, may be extensively employed, depends upon an incrustation of the fibres, which prevents the spread of fire, and, on the other hand, extinguishes the flames in consequence of the volatilization of the salt of ammonium at a high temperature.

Take one pound of liquid ammonia and two pounds sulphate of lime, and a single coating with a concentrated solution of this compound, which costs little, suffices to preserve wooden structures from burning. The wood is not rendered absolutely incombustible, but it is not easy to light, and ceases to burn when the action of foreign inflammable substances comes to an end. Roofing often washed with rain water and presenting every condition favorable for easily taking fire was impregnated with this mixture. It had been covered

with a layer of tar and drying oil, and thus rendered more liable to burn. Nevertheless, all attempts to set it on fire failed. The experiments have been so satisfactory that the Austrian Minister of Finance has recommended this method to be used in all the establishments of the empire.

A NEW GERMAN SOAP.


A new soap is being manufactured in Germany for which great claims are made. With the detergent power of an ordinary soap it is said to combine great bleaching and disinfecting power, owing to the presence in it of perborates such as $\text{Na}_2\text{B}_2\text{O}_5$, or percarbonates such as Na_2CO_3 . These salts are simply added to an ordinary soap, either in the state of powder or mixed with lanoline or vaseline.

In spite of the express assertion that the excess of oxygen in the persalts is not developed until the soap is used with hot water, and then slowly and uniformly, we have grave doubts of the value of such a compound soap as we have been describing. It is merely the latest expression of the idea that by adding a certain substance, which by itself possesses certain properties, to a soap you combine the properties of it and those of the soap. This idea is the foundation of carbolic soap, for example. It is, however, in most cases entirely erroneous. Chemical reactions take place between the extra matter added and the soap itself, especially if there is filling or excess of alkali in the soap, and the total mass has properties differing accordingly from those of its ingredients. It goes without saying, that the more energetic and powerful for any given purpose the extra substance added is, the more likely it and the soap are to react together, and the more likely therefore it will be that the properties for the sake of which the extra body was added will cease to exist and perborates and percarbonates are eminently unstable.

These compound soaps are to some extent analogous to those ingenious compound tools with which one can saw, plane, drive screws or nails or pull them out, and do various other things for which sensible people use different tools. The compound arrangement works unsatisfactorily for a short time, and then refuses to work at all. It is quite conceivable that a compound soap may show some of the special properties which are expected of it for a short time after manufacture, but even that case would be entirely exceptional. The influence of time and of relative mass will have their way later, if not sooner. If we want to wash let us wash, and if we want to bleach let us bleach, and distrust all those things which appeal to our natural desire to save time and trouble by promising to do everything at once. The most that such devices can accomplish is to do their work badly.—Oil and Colourman's Journal.

in BY-PRODUCTS for SMALL PACKERS


GET IT OUT WITH THE AID OF THE



**EXPERT
CHEMISTS**

OF THE

**STILLWELL-
PROVISIONER
LABORATORY**



BOILER SCALE AND ITS REMEDY.

Scale in boilers acts as a non-conductor of heat, and so prevents the heat of the furnace being communicated to the water as readily as it ought to be. To compensate for this, the furnace has to be kept hotter, and more coal burnt in consequence, the coal bill being thus increased. In the modern tubular boilers this scale formation introduces special difficulties and troubles, therefore anything that can be done to prevent the formation of this scale will be a great advantage.

The chief scale formers which boiler owners have most to dread are the carbonates and sulphates of the two earth metals, lime and magnesia, particularly the sulphates, because these form the hardest scale. Alkaline salts are not of much moment, while silica and other substances are usually present in too small an amount to exert any material effect. The question arises, can the formation of scale be prevented in any way?

There are two ways in which this is done at the present time. The best plan is to adopt some method of softening the water—that is, removing the lime and magnesia compounds before the water goes into the boiler. This plan is the best, but it necessitates a special plant, to the cost of erection of which, and the labor involved in attending to it, many boiler owners object.

The next method is to add to the water in the boiler some substance which shall so react with the constituents of the water as to change their properties, converting them from scale formers into sludge by periodical opening of the blow-off taps. Many boiler users do not give as much consideration as they might do to the quantity of solid matter they put into their boilers, and what becomes of it.

Take a boiler using 2,000 gallons of water per day, and fed with water containing 55 grains of solid matter per gallon. In one day 110,000 grains of solid matter will be deposited in that boiler, and in one week 94½ lbs., and in 13 weeks 1,224½ lbs.—over half a ton. One can appreciate the condition of that boiler after 13 weeks' continued use.

The necessity for preventing the formation of scale has resulted in the introduction, by various makers, of what are called "boiler compositions," which are added to the water in varying amounts. Sometimes these compositions are complex, at others very simple in their nature. There have been used and are in use—

- (1) Alkalies, like caustic soda and carbonate of soda.
- (2) Alkaline salts, like borax and phosphate of soda.
- (3) Fatty matters.
- (4) Paraffin and petroleum oils.
- (5) Tannin and other vegetable products.

Very little definite information seems to be at hand regarding the effect on the scale of using these various bodies. So long as most boiler users are content to employ a "composition" of which they know nothing as to how it is made, so long will information be wanting. Then, many composition makers are ignorant of what is required of their products, and do not investigate into the character of the water used or of the scale that is formed.

When the water contains carbonate of lime

and magnesia chiefly very little of anything is needed, as these are deposited in a loose form by the mere boiling of the water, for they owe their presence in the water to the fact that they are only soluble in water containing carbonic acid gas in solution and on boiling; this gas passes away, and consequently the carbonates are deposited. The addition of some caustic soda will assist in this action.

In the case of sulphate of lime it is desirable to add some carbonate of soda to decompose it, and convert the sulphate into carbonate of lime, sulphate of soda being formed at the same time. In the case of magnesia sulphate caustic soda acts better than carbonate of soda, oxide of magnesia, which is more insoluble and bulky than carbonate of magnesia, being thrown down. Hence it will be found that carbonate of soda in its various forms of soda crystals, soda ash, or ammonia alkali and caustic soda, form the basis of most boiler compositions.


Of the saline bodies, borax and phosphate of soda have often been used, and may with some waters prove useful, but they are costly; they will act by throwing down the lime and magnesia as the borates or phosphates of those earths, and these are very insoluble and amorphous in their nature. Oxalate of soda has been used in some cases with beneficial results when the water contains much lime, oxalate of lime being formed, which is also very insoluble.

Permanganate of potash has also been used, but how it acts is uncertain, except as destroying the organic matter.

Fatty matters were much used at one time, but now seem to have been given up. Certainly, they cannot be considered as satisfactory additions to a boiler. Under the conditions present they must undergo decomposition into fatty acid, and this will act corrosively on the boiler-plates and fittings. It has been observed that when such bodies as tallow and palm oil are used, then the scale formed, while being soft, contains much iron and fatty matter, and the iron can only have come from the boiler-plates themselves. Further oil tends to form a film on the boiler-plates, and prevent that due contact of the water and boiler that is needful for regular work, and it is often remarked that oil in boilers often leads to violent ebullition of the water, which may prove at times disastrous in its effects.

The use of condensed water from steam engines for feeding boilers is bad, on account of its liability to contain oil.

Paraffin and petroleum oils are also objectionable, but not so much as tallow and similar fatty oils. They act mechanically, by keeping the scale in a loose form that can easily be removed through the blow-off cock. These oils are very searching, and will often soak through scale already formed in a boiler, loosening it somewhat, and also through the joints. A little petroleum oil

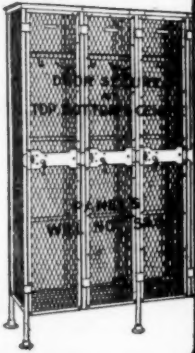


EXPANDED METAL LOCKERS

MADE TO STAND THE RACKET

AN EQUIPMENT OF
LOCKERS
THAT ARE
DURABLE,
SANITARY
AND THAT
PROTECT
WILL
PAY YOU.

MERRITT & Co.
1009 Ridge Avenue,
Philadelphia,
Pa.



put in a boiler at intervals will lead to a softening of the scale and to its easy removal.

Various tannin matters, such as chestnut extract, sumac extract, gambier and sumac, are often added to boiler compositions, partly as coloring matters, partly on account of their influence on the formation of scale. While they can hardly have much, if any, chemical effect, yet their presence will exert a mechanical influence in keeping the scale open and loose, easily to be drawn off through the blow-off cock. Starch is often added, partly to give a false idea of the strength of the composition, partly to act in the same way as the tannin matters.—Oil and Colorman's Journal.

(To be Continued.)

NEW PATENTS.

764,650. Kneading and Mixing Machine. Ernst F. W. Wieda, Paterson, N. J. The combination with a frame, of a vessel for receiving the material to be operated upon, a shaft, a set of agitators fixed on said shaft, another set of agitators alternating with said first-named agitators and arranged to turn on said shaft, means for rigidly connecting said last-named set of agitators, and means for causing said agitators to move in reverse directions about said shaft as a center.

764,552. Drier. Jesse D. Bourdeau, Battle Creek, Mich., assignor to Bourdeau Food Company, Limited, Battle Creek, Mich. A drier comprising a vertical series of parallel perforated conduits connected to each other alternately at opposite ends, conveyors in said conduits for feeding the material in opposite directions in alternate conduits, and means for exhausting the air from all of said conduits.

"The Perfect Solid Lubricant"

DIXON'S PURE FLAKE GRAPHITE

PREVENTS SHUT-DOWNS AND SAVES OIL, COAL, REPAIRS AND TROUBLE

Booklet 88-C and sample upon request

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

Swift's Choice Dressed Beef

Mutton, Lamb, Veal, Pork, and Provisions

FOR SALE AT THE FOLLOWING BRANCH HOUSES

NEW YORK

Barclay Street Market, 105 Barclay Street
Gansevoort Market, 22-24 Tenth Avenue
West Washington Market, West and Bloomfield Streets
Thirteenth Street Market, 32-34 Tenth Avenue
Manhattan Market, W. 35th Street and Eleventh Avenue

BROOKLYN

Williamsburg Market, 100-102 North Sixth Street
Brooklyn Market, 182-184 Ft. Greene Place
Atlantic Avenue Market, 74-76 Atlantic Avenue
Ft. Greene Sheep Market, 172 Ft. Greene Place

West 39th Street Market, 668-670 West 39th Street
Westchester Avenue Market, 769-771 Westchester Avenue
West Harlem Market, 130th Street and Twelfth Avenue
Eleventh Avenue Market, Eleventh Avenue, bet. 34th and 35th Streets
Murray Hill Market, Foot East 31st Street
West Side Slaughter House } 664-666 West 39th Street
West Side Market }

JERSEY CITY

Wayne Street Market, Corner Wayne and Grove Streets
Ninth Street Market, 138 Ninth Street

Swift & Company New York

Central Office, Nos. 32-34 Tenth Avenue

BARS OUT TRADE PUBLICATIONS.

The customs department of the Australian government did a surprisingly foolish thing not long ago, when in a customs decision it made a ruling refusing to admit trade catalogues, price lists, circulars and trade journals, even when sent by single copies, except upon the payment of customs duties. As might be expected, says a Canadian exchange, large quantities of these papers do not reach their destination, or at least do not reach the people to whom they are sent, because the latter refuse, and quite reasonably, too, to pay the duty.

An enterprising Australian business man has proposed that foreign business men should send such trade matter to him and allow his firm to put it through the customs and distribute it. He forgets that the general inclination would be to stop sending catalogues or papers to that country. In Canada the conditions are sensible at least, for the customs allow two copies of all trade catalogues, price lists and circulars to enter the Dominion free of duty to any one address. Thus there is no interference with any British or foreign house which may wish to introduce its goods by such means to

the Canadian buyer. In the present instance it will be not a little disgusting to merchants and big concerns to find their catalogues, probably sent out in thousands, have not even been received by their prospective customers in Australia.

SWEDEN TAKES MORE TALLOW.

The tallow import of Sweden for the first quarter of the year shows a steady increase, being from January to March, 1902, 906,000 kilos; 1903, 1,033,000 kilos; 1904, 1,050,000 kilos.

Swift & Company

Jersey City

Beef and Pork Packers

Lard Refiners and General Provision Dealers

For Export and Local Trade

Jersey City Office, 138-154 Ninth Street

New York Office, 342 Produce Exchange

FOR PURCHASING DEPARTMENTS

LARGEST EXHAUST HEADS.

The May 21st issue of the Electrical Review describes in detail the new generating station of the Edison Electric Illuminating Company at South Boston, Mass. In this plant are to be found the largest exhaust heads ever constructed. These heads are of the Sturtevant make. There are two of 36 inches diameter and one of 30 inches diameter, all of which efficiently separate the steam from water and save the nuisance caused by the discharge of exhaust steam heavily laden with moisture.

TRIUMPH STEEL BELT CONVEYOR.

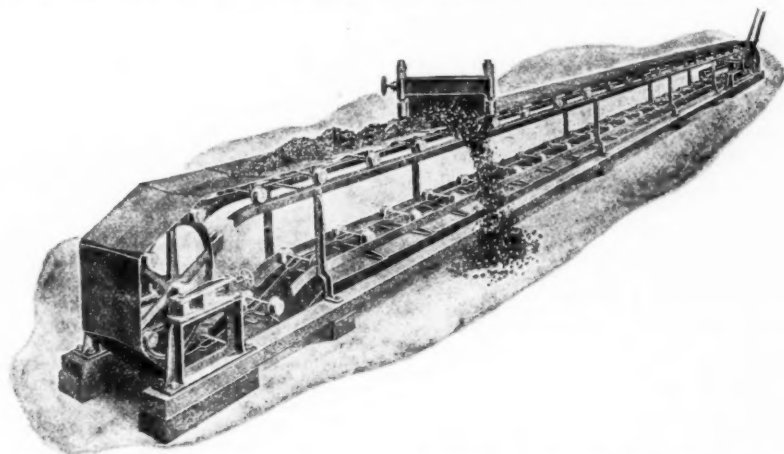
The cut herewith illustrates the patented Triumph steel belt conveyor. It is made entirely of iron and steel. It can be made of almost any size and almost any length desired, requires very little power to drive it and is especially adapted for conveying large quantities of ore, coal, crushed stone, clay, marl, castings and all kinds of similar materials. As an ore or coal sorting table it has no equal on account of its slow speed, large capacity and durability. The material can be discharged

pass around the sprockets at the end. These pieces of steel thus form a continuous steel belt or troughing conveyor. Manufactured by the C. O. Bartlett & Snow Co., Cleveland, O.

RUBEROID ROOFING.

The United States government has just placed another large order for Ruberoid roofing. The present order is for 864,000 square feet, which is manufactured solely by the Standard Paint Company, 100 William street, New York. The last order by the government was for a million and a half square feet, and another previous order was for a million square feet additional. These orders, together with several smaller requisitions, aggregate about three millions and a half square feet of roofing which has been ordered by the United States government for the Philippines during the last two years.

The significant feature of this late order is that the specifications were for asbestos. Upon further consideration, however, the government decided that in view of the fact that Ruberoid roofing had met every climatic and mechanical



at any place by the discharge plow or it can discharge at the end.

It is constructed of one strand of special chain 24-inch pitch with a working strain of more than 10,000 pounds, fastened together with special steel pins with self-oiling rollers at each end which run on a steel track, usually supported on cast iron stands, although wood supports can be substituted if desired. There is a steel sprocket wheel at each end securely fastened to steel shafts. At the front end are heavy stands with take-up boxes. The drive end has steel countershaft with heavy gears and drive pulley. On each link is fastened a special saddle attachment for supporting the steel belt which is made in sections 24 inches long and wide enough to give the required capacity, and all bent in a concave or troughing form (it can be straight if desired), one end being securely fastened to the special saddle attachment, the other end so fastened as to move forward and back, allowing it to

condition on the government buildings in the Philippines, it would be most advisable to use that, instead of changing to untried materials. Several makers of imitations of Ruberoid roofing submitted bids for consideration, but although they were all lower than the price offered for Ruberoid roofing, the government preferred the latter.

It is understood that the roofing just purchased is for use at the government possessions in the Philippines. Ruberoid roofing was selected a few years ago by the government because of its peculiar suitability to hot and variable climates, and because of its convenience of application and its low cost of maintenance. It will not melt from extreme heat, and will not rot from constant dampness and exposure, and is highly fire resisting. Furthermore, it does not require constant attention to keep it in repair. Ruberoid roofing has become a staple article, is used on the finest buildings, and is moderate enough in price for

use on cheap buildings. Since it can be applied by any handy man, it is extremely useful in isolated places, where the services of an experienced roofer could not be had.

FRICK COMPANY'S RECENT SALES.

Following are recent sales made by the Frick Company, of Waynesboro, Pa.:

Keyes Farm & Dairy Co., St. Louis, Mo. One four-ton refrigerating compression side and direct expansion piping for storage rooms, to be installed in Dairy building, St. Louis, Mo.

Farmers' Creamery Co., Woodbury, Pa. One four-ton refrigerating compression side, one-ton freezing system and brine piping for storage rooms, to be installed in creamery at Woodbury, Pa.

Watertown Milk Co., Watertown, N. Y. One six-ton refrigerating compression side, double pipe brine cooler and brine piping, to be installed in creamery at Watertown, N. Y.

Gus Yunker, Madison, Ind. One 15-ton refrigerating compression side and direct expansion piping for storage rooms, to be installed in slaughter house at Madison, Ind.

U. S. Department of Interior, Washington, D. C. One four-ton ice plant, to be installed in U. S. Indian Industrial School, Phoenix, Ariz.

John and Joseph Sauer, Allegheny, Pa. One four-ton refrigerating compression side, one-half-ton freezing system and brine piping for storage rooms, to be installed in Hotel Sauer, Allegheny, Pa.

Cypher Bros., Caldwell, Texas. One six-ton ice making plant, to be installed in ice factory at Caldwell, Texas.

One four-ton refrigerating compression side, to be installed in new Tiffany building, New York city.

The Murbach Chocolate Co., Baltimore, Md. One four-ton refrigerating machine and room piping, to be installed in chocolate factory, Baltimore, Md.

W. H. Vaughan and associates, Paintsville, Ky. One four-ton ice making compression side, to be installed in ice factory at Paintsville, Ky.

Russell & Co., confectioners, Cambridgeport, Mass. One 20-ton refrigerating machine and 15-ton brine cooler, to be installed in chocolate factory at Cambridgeport, Mass.

Western Refrigerating Machine Co., Los Angeles, Cal. One four-ton refrigerating compression side and direct expansion piping to be installed for D. S. Clark, Tehachapi, Cal.

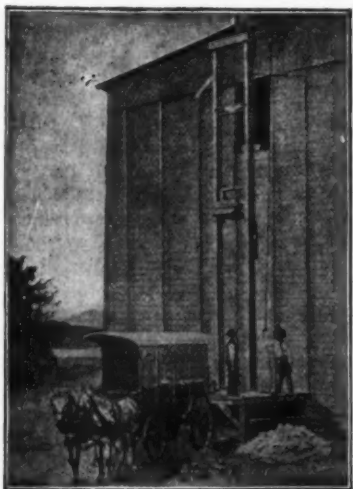
Jos. Baker & Sons, Ltd., London, Eng. One 70-ton refrigerating machine for shipment to Australia.

Jos. Baker & Sons, Ltd., London, Eng. One 100-ton refrigerating machine to be installed for Alex. Lawrie & Co., Calcutta, India.

Depew & Stenner, Durango, Mexico. One six-ton ice making plant, to be installed in ice factory at Durango, Mexico.

Bollinger Bros., Pittsburg, Pa. Two 30-ton refrigerating machines, 20-ton freezing and distilling systems and direct expansion piping for storage rooms, to be installed for the Indiana Brewing Co., Indiana, Pa.

**See Page 48 for
Wanted and For Sale Advertisements**



ICE ELEVATING —AND— LOWERING MACHINE

Operated by Horse Power.
Suitable for filling large ice-
boxes and for use at Packing
Houses.

Readily moved from one door to
another.

Write for Catalogue and Price-
List, illustrating and describ-
ing all modern methods of
handling ice.

GIFFORD BROS.
HUDSON, N. Y.

ESTABLISHED 1814

ICE AND REFRIGERATION

NEW CORPORATIONS.

Bessie Ice & Coal Company, of Bennettsville, S. C., has been incorporated by P. B. Moore and H. L. McCall. The capital is \$15,000.

Consumers' Ice & Cold Storage Company, of Key West, Fla., has been organized to erect an ice and cold storage plant by A. L. Whitaker, A. P. Ferguson, F. H. Ladd and E. E. Larkin. The capital is \$30,000.

Puerner Creamery Company, of Marshfield, Wis., with \$25,000 has been incorporated by John W. Puerner, Roy C. Hastings et al.

Interstate Refrigerator Line, of Morristown, N. J., has been incorporated to manufacture refrigerator cars. The capital is \$250,000. Incorporators are Henry W. Bahrenburg, Jersey City, N. J.; E. P. Kingsbury, Scranton, Pa.; Wm. L. Harvey, Gouldsboro, Pa.; Wm. J. Daub, Easton, Pa.; Jas. F. Larrow, Westfield, N. J.; Addison G. Vreeland, New York; Thos. F. Wells, Scranton, Pa.; William W. Phillips, Scranton, Pa.

Ferndale Cream Company, of Solon, Me., has been chartered with \$9,000 capital. The officers are Perry S. Longley, president; Leon S. Merrill, treasurer.

Co-operative Ice & Cartage Company, of Milwaukee, Wis., has been incorporated with \$300,000 capital by Frank P. Burke et al. Local butchers are expected to take up most of the stock.

Standard Hygeia Ice Company, of New York City, has been incorporated by C. H. Childs, E. H. Childs and August Childs, all of New York. The capital is \$10,000.

FIRES AND ACCIDENTS.

The ice house of the Grand Trunk Railroad at Battle Creek, Mich., was burned July 26. Loss \$1,500, no insurance. Cause unknown.

Lightning struck the ice house of the United Ice Companies, of Trenton, N. J., at Iliff Lake on July 17, and set fire to the structures, which were totally destroyed. There were 15,000 tons of ice in the houses. The loss is \$20,000, with \$16,000 insurance.

Fire caused a loss of \$6,000 to the Lockhart Creamery at Lockhart, Tex.

Joseph Dee, an ice dealer of Chicago, Ill., was struck and killed by a St. Paul railroad train July 20, while driving across the tracks with his ice wagon. His helper was seriously injured.

Damage to the amount of \$2,500 was done

to the ice houses of the Seashore Ice Company at Asbury Park, N. J., on July 20. The cause of the fire is not known. The loss is partly covered by insurance.

The ice house of Wilcox & Cook at Bowling Green, O., was slightly damaged by an incendiary fire on July 22. Loss covered by insurance.

An abandoned ice house of the Ontario & Western Railroad at Simpson, Pa., was burned July 23. Cause unknown. Loss, \$1,200. No insurance.

ICE NOTES.

The Paris Ice Manufacturing Company, of Paris, Ky., has increased its capital from \$25,000 to \$50,000.

The Streater Ice & Coal Company, of Springfield, Ill., has increased its capital from \$50,000 to \$60,000.

The Lawton Ice & Fuel Company, of Lawton, Okla., has raised the amount of its capital to \$25,000, and will build a broom manufacturing plant to make twenty dozen brooms per day.

George Hinton, of Falls City, Neb., will build a cold storage department in connection with his new ice plant.

A company is being organized at Peabody, Kan., to build an electric light and ice plant.

H. C. McCahan and J. M. Kennedy, of Kirksville, Mo., plan to erect an ice factory at Cotter, Mo.

A cold storage house may soon be built in St. Paul, Minn., on St. Peter street, south of West Third street, if the desired site is secured.

The Schenectady Cold Storage & Produce Company, of Schenectady, N. Y., has bought land on which to erect its cold store, and it is expected will begin work shortly.

W. J. Oliver, of Knoxville, Tenn., has been urging the building of a cold store at that city, and is now forming a company to put it up. A site has been bought for \$18,000, and about \$150,000 more will be spent on the structure.

The Anheuser Busch Brewing Company, of St. Louis, Mo., will build an ice plant and cold storage room at Shawnee, Ok. A 100 ton machine will be required.

Frank Stanwood, of Gloucester, Mass., is converting a brewery into a cold storage and fish freezing plant. It will be finished early in the fall.

A new ice plant is planned for Norfolk, Va. The present plants are barely able to supply the demand even when considerable natural ice is used.

The Home Ice & Cold Storage Company, of Los Angeles, Cal., have let the contract for a cold storage warehouse to cost \$30,000.

GIANT INSULATING PAPERS

STANDARD FOR EIGHTEEN YEARS



POSITIVELY SUPERIOR TO ALL
OTHER INSULATING MATERIALS

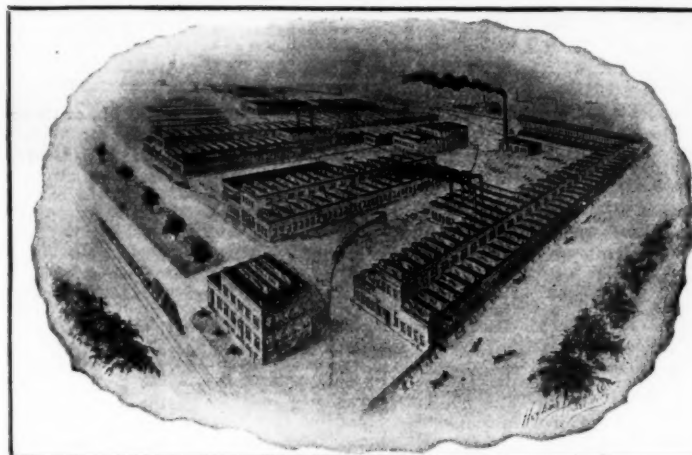
PERMANENT INSULATION ENSURED

Sole
Manufacturers

THE STANDARD
PAINT COMPANY

CHICAGO OFFICE.
188-190 Madison Street

100 William Street
NEW YORK



Henry Vogt Machine Co.

**ICE and REFRIGER-
ATING MACHINERY**

Louisville, Kentucky.

FRESH AND COLD STORAGE BUTTER.

The chief feature of the New York market this week has been the continued heavy receipts. This is opposed to a situation of falling receipts in Boston and Philadelphia, and is not easily understood. The amount received since May 1 is 714,963 pkgs., as against 681,295 last year. Receipts for the week were 69,224 pkgs. The storage of the pack continues freely and the amount in coolers will be very heavy from present indications unless there is another turn in the movement.

The quality of the receipts now is not so good, almost all showing more or less effects from the hot weather, and scores are down from one to three points in many shipments, which last week were making records for good, uniform stock. In this connection the experience of many old butter dealers who declare that this year's pack has been exceptionally good in quality, is interesting. Many scores of 95 to 97 are on record, and recently a certain shipment was shown several experts who said that it deserved the 100 mark. At any rate the make this season is said to be unusually high in quality. Perhaps the premium on extras has tended to raise the quality somewhat, but whatever the cause the trade is rejoicing in the fact.

Prices remain at 17½¢ for extra creamery, but many bids of 17¼¢ and 18¢ were easily had for fancy stock. Official prices are: Creamery extras, 17½¢; do. firsts, 16@17¢; do. seconds, 14@15½¢; do. thirds, 13@13½¢; State dairy, tubs, extras, 17¢; do. firsts, 15@16¢; do. seconds, 14@14½¢; do. thirds, 12@13¢.

At Boston receipts have increased some, and the consumptive demand is good and growing, while the coolers have taken a line of fancy stock amounting to about 20,000 tubs. Northern extras brought 18¼¢ at the lowest, and ranged to 18¾¢. The week's arrivals were the largest of the year so far.

At Philadelphia the receipts were 9,516 tubs, which is only a fair amount and lacking demand, most of it went into storage or for

current consumption. Western creamery extra, 18@18½¢; do. extra firsts, 17½¢; do. firsts, 17¢; nearby creamery prints, 20¢.

FRESH AND REFRIGERATOR EGGS.

Large receipts have continued at New York as a result of the advance in prices some two weeks ago, which brought out a large stock held by the country shippers. Quality has not been as good as heretofore this season, owing, probably, to the hot weather, and the small receipts of top grades noted last week continues a feature of the market, which results in keeping the price tight at the upper qualities. On the contrary, the medium and lower grades are overstocked and prices have been lower. The surplus coming all in one line has not made the market any easier. Receipts: July 20-27, 78,137 cases. Prices: Nearby fresh gathered extras, 22¢; do. firsts, 19@19½¢; Western, fresh gathered, extras, 20@20½¢; do. firsts, 19¢; do. seconds, 17@17½¢; do. thirds, 15½@16¢. Southern inferior, 14@15¢; Tennessee, seconds, 15½@16¢. At Philadelphia the receipts were 12,903 cases, with an active market on choice Western stock. Pennsylvania and nearby choice, 18@19½¢; Western, extra, 20¢; do. firsts, 18@19¢; Southern, 17½@18¢.

C. B. COMSTOCK

Refrigeration Architect & Engineer

Union Stock Yards,
Herr's Island, Pittsburg, Pa.

Specialist in the DESIGNING and BUILD-
ING OF PACKING HOUSES, ICE, POWER
and CREAMERY PLANTS. Upon appli-
cation I will send to prospective builders
a partial list of PLANTS I designed.

In Boston Western arrivals were looked for and brought full prices. Storage eggs are appearing more freely. Stock now amounts to 178,154 cases, or 49 less than last week. Receipts are 19,272 cases. Fresh gathered Eastern firsts, 19@20¢; extras, 22@23¢; do. fancy, 25¢. Western firsts, 19@19½¢, with Michigan firsts up to 20¢.

W. H. BOWER, General Manager. GEORGE R. BOWER, Secretary and Treasurer.

**The AMMONIA CO.
OF PHILADELPHIA**
PHILADELPHIA, PA.

ANHYDROUS

ALWAYS PURE ALWAYS DRY



**DISTILLED FROM PURE
AMMONIA OF OUR
OWN MANUFACTURE
FOR REFRIGERATING AND
ICE MAKING**

WERLIIN VALVE WRITE FOR BOOKLET
AGENTS.

NEW YORK CITY, 100 William St., Roesaler
& Hasselcher Chemical Co.
BOSTON, 45 Kilby St., Charles P. Duffee.
PITTSBURG, 22 Rose St., Pittsburg Trans-
fer Co.

BALTIMORE, 1348 Block St., Baltimore
Chrome Works.

WASHINGTON, 1227 Pennsylvania Ave., Lit-
tlefield, Alvord & Co.

ATLANTA, Century Building, Southern
Power-Supply Co.

JACKSONVILLE, Atlantic Coast Line Ave.,
S. E. W. Acosta.

NEW ORLEANS, Magazine & Common Sta.,
Finlay, Dicks & Co., Ltd.

CINCINNATI, 9 East Pearl St., C. P. Cal-
vert.

CHICAGO, 16 N. Clark St., F. C. Schapper.

MILWAUKEE, 126 W. Water St., Central
Warehouse.

KANSAS CITY, 717 Delaware St., O. A.
Brown Co.

OMAHA, 1013 Leavenworth St., Wm. M.
Bushman.

LIVERPOOL, Adelphi Bank Chambers, Peter
R. McQuile & Son.

AMERICAN LINDE REFRIGERATION CO.

120 LIBERTY STREET, NEW YORK

Ice Making and Refrigerating Machinery

SOLE MANUFACTURERS OF

LINDE PATENT AIR COOLERS

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbls., except lard which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierce, and hogs by the cwt.

Not Materially Changed Market Prices—Reserved Speculation Because of the Abnormal Situation—Cash Demands Steadily Enlarging—Undertone Better.

While the packinghouse labor situation is steadily improving, and the ability to take care of larger livestock supplies more marked, yet it will be a few days more before the entire trading situation is regulated and supplies and demands become of normal order.

In the condition of affairs had latterly, through the strike and the temporary retarding of regular business in the packing yards, there have been no very marked features of market conditions to consider beyond the hindered movements of supplies and curtailed demands, and the waiting for a developed situation upon which traders could enter with confidence.

The outside and other speculators have not cared to do much business; the option trades have represented more protection of contracts or of shifting the usual September interest to a later delivery. On the whole, the mood has been to keep contracts evened up, and to avoid the market on new deals until strike affairs are fully settled.

The fact that there has been very little change to the option prices has had, of course, no especial indication of the near course of the market.

That the prices of the options, as well as cash stuff, have varied little from those that prevailed before the strike, has been highly gratifying to all trading interests, while it has shown that the desire has been to keep the trading markets as calm as possible, and to provide supplies, as chiefly from accumu-

lated stocks, promptly to demands at prices undisturbed by the labor trouble developments.

Since there has been a conservative disposition on the part of buyers everywhere to take meats and lard only as they were urgently needed the trading markets have been moved along, it may be said, on a very even basis for lard, pickled and salted meats, accumulated supplies of which are fairly well up to season's assortments.

Indeed, it is possible to buy lard at very irregular and easy prices, quite as low as some of the supposed extreme low figures which were a matter of comment a couple of weeks since, and because there was then, and is now, for that matter, more lard on sale from Chicago and competing western points with it than the exporters and home trade buyers care to take up.

Whether there would be very much buying of lard for Europe with settled labor troubles is doubtful, since there had been pretty full consignments to the other side, especially to the continental markets, and the distributions from them are not now of a lively order, while they can be had there at favorable prices as against any lay down cost here, as indicated by the open market rates there. Besides, it is a poor time of the year to expect marked export interest.

As concerns our home markets more of a business would probably be done in meats than at present with straightened out western labor situations, since no doubt there are large wants of the South, and that they will soon be of materially increased volume, as the cotton picking season is close at hand, while it is well understood that there will be a large cotton crop to pick, and perhaps an exceptionally large one, weather conditions permitting, with materially less fear of boll

weevil damage to the cotton crop than last year, since the Texas crop is an earlier one in that State than then, and it is already beginning to move forward.

The general distributions of meats this week have enlarged; a good deal more has been done in the West and Southwest, and partly because of the beef situation there; but all of our Eastern markets have taken larger supplies of meats, and this business, united to the distributions South, has been of quite satisfactory volume, despite the Western labor troubles.

The hog supplies at the packing centers which had been small, therefore fitful and at times higher prices for them, are now increasing in volume, and because shippers realize that the yards are steadily getting into shape to take care of livestock supplies.

The opinion would be that as there are large withheld supplies of hogs to come forward, and that the time of their arrival can hardly be counted upon, as yet, that there are not likely to be, meanwhile, material features to the hog products markets. But it would seem that when the held back supplies of the hogs are better forward that the products markets would take on a better tone than seems possible for them meanwhile. On Thursday there was some advance for the products.

Of many products, notably in the cattle line, there have been diminished productions that will take a long time to make up; this would be especially the case with beef fats. Besides the hog products should be sensitive in a little while to the feature of interrupted productions and go stronger.

Moreover, there are many delayed demands for products that will have to be satisfied that should ultimately bring about sensitive conditions for stronger prices of them.

THE W. J. WILCOX

LARD AND REFINING COMPANY

NEW YORK
OFFICES: 27 Beaver Street

Refiners of the Celebrated
Wilcox and Globe Brand

PURE
REFINED
LARD



CARROLL S. PAGE, HYDE PARK, VT.

Green Calfskins, Country Hides, Sheep
Felts, Tallow, Bones.
Wool Puller and Tallow
Renderer | Manufacturer of
Page's Perfected
Poultry Food

CINCINNATI PROVISION EXPORT CO.

401 Chamber of Commerce, Cincinnati
214 Produce Exchange, - New York
Exporters of Pork Products
Lard a Specialty
Correspondence Solicited.

And it must be considered, as well, that the products have for some time been kept down well in price and that there should be reactions from that temper, especially as it is realized that much less of them can be sold on a bearish than bullish market.

It is within the recollection of traders that the smaller the stocks of products the more depressed the prices, in less stock to protect in value, and especially with a fair hog supply; and that now, with very fair stocks of lard, especially with its prices low, that when the hogs are better forward that there would be reason for reactions in prices for it, whereby demands would be stimulated, since there are always buyers on an advancing market who always hold off for a little less price on a declining one.

But the compound lard as well as the pure lard market is, at present, without marked animation, and it is because of the unsatisfactory business in compound lard that cotton oil has been on offer at low and depressed prices, and the discounting of the effect of the large cotton crop has been permitted for the oil. The compound makers are not only practically out of the market for cotton oil, but for beef fats, although the latter are held at stronger prices, on the diminished productions of them.

The average weight of the hogs received at Chicago last week was 227 lbs., against 225 lbs. previous year, 237 lbs. corresponding week last year, and 230 lbs. in 1902.

In New York there has been little done in Western steam lard, which has ranged from \$6.90 to \$7.15. City steam lard is quiet at \$6.62½. Pork is dull; sales 200 bbls. mess, \$14½@14.50; family, \$14.50; short clear, \$13.50 @15. City meats are scarce and firm; sales, 45,000 lbs. pickled bellies; 12 lbs., 9½c; 14 lbs., 9c; 10 lbs., 9½@9¾c; 2,500 loose pickled shoulders, 6½@6¾c; 4,800 loose pickled hams, 9¾@10¼c; green bellies, 9½c; green hams, 9½c.

Exports for the week from Atlantic ports, 2,217 bbls. pork, 11,576,821 lbs. lard, 10,786,277 lbs. meats; corresponding week last year, 1,857 bbls. pork, 7,012,179 lbs. lard, 13,673,891 lbs. meats.

BEEF.—Slow; unchanged. City extra India mess, tes., \$14.50@15.50; barreled mess, \$8.50; packet, \$9.50; family, \$10.50.

PRODUCE EXCHANGE NOTES.

Visitors: R. B. Stoker, Manchester; A. C. Fleischman, Liverpool; E. Davies, South Africa; Victor E. Freeman, M. Machica, L. Fubarbier, New Orleans; Chas. Espenscherd, St. Louis; J. H. Hawley, Galveston; M. L. Goodrich, L. S. Janne, Geo. Fuller, Chicago. Memberships, about \$250.

LIVESTOCK BUILDINGS AT FAIR.

Ample provision is made for the displays of live stock at the World's Fair by a well-located site, situated on the highest point of the grounds and adjoining one of the main entrances. The floor space of all the Exposition palaces covers less than 120 acres, while the several live stock shows will occupy about 200 acres, or 60 acres more than all the balance of the World's Fair exhibits under

roof. The extent and value of the Live Stock Show of the Exposition is only partially understood by a very limited number of students of animal husbandry. Some idea may be gained from a brief summary of the provisions made for buildings.

The largest building on the site has been designated the Live Stock Forum, which is to accommodate the court by which the comparative merits of the various competitive exhibits of live stock are to be judged, and the awards announced to the public in attendance. The Live Stock Forum is located a short distance west of University Boulevard and with an adjoining station for the intramural road. The ground plan is elliptical and encloses an area of 250 by 500 feet. It is the largest amphitheatre ever provided for displays of live stock. Only that portion of the arena given over to seats is roofed over, and the ring will be covered with sawdust and tan-bark.

The barns provided for the exhibits of live stock are mainly 200 feet long by 40 feet wide, and provide for 3,000 stalls 5 feet wide and 10 feet deep, and 350 box stalls 10 by 10 feet, five at each end of and on opposite sides of each barn. They are well ventilated, with good day lighting by windows, and electric lights by night. Water is supplied by hydrants inside of and at each end of the barns; also by hydrant with watering trough, on a washing platform with grade and with sewage facilities for carrying waste water away from the platform.

The Live Stock Review Park is provided for the purpose of assembling for close personal inspection of the press and the public the horses and cattle as judged and immediately after the awards in each section have been made. The stock will be conducted directly from the Live Stock Forum as judged to the Review Park adjoining and be ranked in the order of merit as determined by the judge. Every facility will be provided for the press and public in the Review Park to give the animals critical and deliberate examination, to confer with the judge and to determine the respective merits of the entries and complete for publication a detailed review of the work of the judge in the Forum.

GREAT PEANUT PLANT.

The Virginia peanut industry is to be considerably helped by the building of an immense \$100,000 warehouse at Petersburg, in that State. The companies which jointly build this huge peanut warehouse are the Gwaltney and Bunkley Peanut Company, of Smithfield, Va., and the Bain Peanut Company, of Wakefield, Va. This will largely concentrate the peanut industry of that section of Petersburg. The Virginia and the Spanish peanut are to be handled. The plant will go up at once. It is the purpose of the builders to have the equipment ready for the present crop. The most modern machinery is to be put in the plant. It will be up to date in every particular.

HIDES AND SKINS

(Shoe and Leather Reporter.)

CHICAGO.

Native steers, spready.....	12¼ @ 12½
Native steers, heavy.....	— @ 11¾
Native steers, light.....	10¾ @ 11¾
Texas steers, heavy.....	— @ 13
Texas steers, light.....	— @ 12
Texas steers, ex. light.....	— @ 11
Butt-branded steers.....	— @ 11¼
Colorado steers.....	— @ 11
Native cows, over 55 lbs.....	— @ 10¾
Native cows, under 55 lbs.....	— @ 10¾
Branded cows.....	— @ 10¾
Native bulls.....	— @ 9
Branded bulls.....	— @ 8
Pates, per 100 lbs.....	— @ 85
Trimnings, per 100 lbs.....	— @ 75
No. 1 heavy steers.....	10¼ @ 10½
No. 2 heavy steers.....	9¼ @ 9½
Side-branded steers, flat.....	9 @ 9¼
Side-branded cows, flat.....	8¼ @ 8½
No. 1 heavy cows.....	9¾ @ 10
No. 1 buff hides.....	— @ 10
No. 1 ex. light hides.....	10 @ 10¼
No. 2 buff hides.....	— @ 9
No. 1 bulls.....	8¼ @ 8½
No. 1 calfskins.....	13 @ 13½
No. 1 kips.....	11¼ @ 11½
Deacon skins, each.....	47½ @ 50
Shunks, each.....	40 @ 60
Horsehides, each.....	3.65 @ 3.70

Sheep Pelts.

Green salted pelts, packer lambs.....	90 @ 93
Green salted packer sheep.....	1.40 @ 1.80
Green salted packer shearlings.....	67½ @ 70
Green salted country pelts.....	1.25 @ 1.75
Dry pelts, Montana, butchers' full wooled.....	13½ @ 14
Dry pelts, Utah, butchers' full woolled.....	13 @ 13½
Dry pelts, Wyoming, butchers' full wooled.....	— @ 13
Dry pelts, Colorado and New Mexico, butchers' fair run.....	— @ 12½
Dry flint shearlings, good stock.....	— @ 12
Dry flint shearlings, damaged.....	3 @ 7
Dry murrains, Montana and Utah.....	13½ @ 14
Dry murrains, Colorado.....	— @ 13

BOSTON.

Dry—Selected.

California.....	— @ —
Southern.....	— @ 16
San Antonio.....	— @ —
Texas.....	— @ —

Salted.

Brighton, abattoir steers.....	10 @ —
Brighton, abattoir steers, butt-branded.....	9 @ —
Brighton, abattoir cows.....	9 @ —
New England cows, green.....	7 @ —
New England cows, salted.....	9½ @ —
New England steers, salted.....	10 @ —

Wet Salted.

Southern.....	35 @ 40..	8¾ @ 9
Texas ox and cow.....	60 @ 70..	8¾ @ 9
Western cows.....	10 @ 10¼	9 @ 9¼
Western seconds.....	10 @ 10¼	9 @ 9¼
Extremes.....	10 @ 10¼	9 @ 9¼
Extremes seconds.....	9 @ 9½	9 @ 9½

Calfskins.

Dairy.....	65 @ 70
4 to 5 lbs.....	85 @ 90
5 to 7 lbs.....	1.00 @ 1.05
7 to 9 lbs.....	1.35 @ 1.40
9 to 12 lbs.....	1.65 @ 1.70
12 to 16 lbs.....	1.95 @ 2.00
16 to 25 lbs.....	2.20 @ 2.25

NEW YORK.

Selected.

City natives—60 lbs. and over.....	11 @ 11¼
City butt brands—60 lbs. and over.....	— @ 10¼
City Colorados—60 lbs. and over.....	— @ 10¼
City bulls—all weights.....	8½ @ 9
City cows—all weights.....	10 @ —

City Calfskins.

5-7.....	1.20
7-9.....	1.50
9-12.....	1.75

Country Calfskins.

5-7.....	1.05
7-9.....	1.35
9-12.....	1.65

The Stillwell-Provisioner Laboratory
Re-Appointed as Official Chemists
to the New York Produce Exchange

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The renewal of the strike at the packing yards left opinions concerning market conditions of a variable order.

The future of market situations cannot be cyphered upon with ordinary definiteness, yet there is a good deal of confidence among sellers of higher prices.

While there is a somewhat reserved disposition to sell beef and hog fats, and especially beef fats because of the diminished productions, yet there is equal indifference concerning the buying of them, and it is a stand off market, as it may be viewed all around.

The sellers of fats contend that there is just so much loss of production for good that must ultimately be felt upon the market prices situation, notwithstanding the at present halting mood of buyers; moreover the meat consumption has not only fallen off, but it will take some time to get it back to ordinary volume; therefore fat collections must be for a considerable period of less than the ordinary volume of them, and the makes of tallow, as well as oleo stearine, must be in that degree reduced; yet they concede that because of the period of the year that soapmakers' demands for tallow are likely to be moderate, and that the soapmakers are better situated concerning supplies than they would be at any other time of the year, and to hold off the market upon offerings of supplies of the tallow.

The buyers contend that not only have they in a fair degree accumulations of tallow to work upon, and through supplies which they bought when the weather was cooler, as usual with them in order to get a better make of tallow than possible in the summer months, but that they could resort more freely to the use of cotton oil, which is to be had at relatively low prices, the market for which is in poor shape, because of the dull compound makers' demand for the oil and the bumper cotton crop at present indicated, by which expectations are of low priced oil for next season, and which keeps current demands for the oil close to actual needs. Moreover, the soapmakers feel that they cannot freely meet the prices of tallow because soap has to be sold at comparatively low value with the present cost of raw materials; this, as well, restrains them at present in buying tallow.

It must be said that the soapmakers do

not fear competition for tallow supplies from Europe, although the English markets are somewhat higher, as there are no market conditions abroad to justify important demands thence for supplies here.

At present the compound makers' demands for fats are slow, as influenced not only by the prices for them, but, as well, from the not active business in compound lard.

It has become, perhaps, a question of the duration of the strike trouble, the length of which might make the tallow supplies materially insufficient for even ordinary demands for them, in which event it would go without saying that sellers could dictate market values. In any contingency of the strike trouble, it would seem as if the already lost productions of fat must ultimately have some effect in keeping prices to a stronger basis for it for some time above those that existed before the labor trouble began, and notwithstanding the fact that seed fats are plenty and likely to be more so, and as at easy prices.

It is true that a large corn crop, as well as cotton crop, is, at present, among the possibilities, but it will be some time before there is discounting the effects of the corn crop. It would look as if the expected large cotton crop was nearly discounted in effects upon cotton oil prices—that is, so far as concerns the deliveries of the oil this side of the late fall months' deliveries, or as a large supply of the oil may be had at a period close to the winter months.

The first sale of New York city hogshead tallow was made on Wednesday of this week, since the labor trouble began; it was at 4½¢. for 100 hogsheads, while the previous sale had been at 4¼¢. The market is strong at 4½¢. but quiet, and 200 hhds. have been sold altogether at 4½¢. Weekly contracts go in at 4½¢.

City, in tierces, is nominally 4¾¢@47¢. and edible at 5@5¼¢.

It is understood that some of the city made has been recently sent to the West.

And the Western markets are in as great confusion over the situation as those at the East, with withheld demands and uncertainty over asking prices.

The London sale on Wednesday showed 3d. to 9d. advance, with 1,000 casks sold out of 1,250 casks offered.

Country made tallow in New York has very irregular value, depending upon the urgency in selling or of holding it; there have been 250,000 pounds sold at 4¼¢ to 4¾¢, and even to 5¢. for some special qualities.

OLEO STEARINE.—The offish attitude of

the compound makers runs along, particularly as the pressers have very confident views over prices. There is not sufficient vitality to the compound lard business for urgency in buying stearine, especially as the larger compound makers have very good holdings of the stearine, as bought at lower prices than those current. The considerable falling off in the make is not a point at present to the compound makers because the stearine had accumulated for some time liberally in packers' hands. It is perhaps a question as to the long continuance of the strike for more sensitive market conditions than those at present, and the possibilities as well of the compound lard trading increasing through any developed sensitive pure lard prices. At present the influence of the labor troubles is more to restrain buying interests all around and which counteracts the effect of reduced productions. A nominal price is about 7¢. Sale 300,000 lbs. in New York at 7¢.

LARD STEARINE.—The supplies are slow of sale; prices are barely settled; some choice city held to 8¼¢.; nominal prices otherwise, 7¾¢@8¢.

COTTONSEED STEARINE will have a nominal price until the new crop season. Quoted at 4¾¢. per pound.

LARD OIL.—The consumption is increasing a little and the market is little affected by the abnormal lard position. About 59@60¢. quoted for prime city.

GREASE.—Some strong views prevail as to prices as the outcome of the packing house trouble and the situation of the tallow market. But buyers are very cautious. Yellow quoted at 3¾¢@37¢.; house, 3¾¢@37¢.; bone, 3¾¢@4¼¢.; B white, 4¼¢.; A white, 5¢.

GREASE STEARINE.—Stocks are moderate; prices are firm, although little demand. Yellow quoted at 4½¢.; white at 4¾¢@47¢.

OLEO OIL.—Rotterdam is a little stronger as in sympathy a little with the fat situation in this country, but there is no marked vitality to its trading; sales have been made at 45@46 florins. New York is quiet and firm; choice at 8@8½¢.; prime at 6½¢.; low grades, 5½¢.

COCOANUT OIL.—Generally strong market, because of the general fat situation. Ceylon, spot, 6½¢@6¾¢.; do., near arrival, 6¾¢@6½¢.; August to October shipment, 6@6½¢.; Cochin, spot, 7¢.; August to October shipments, 6¾¢@67¢.

PALM OIL has rather more demand from out-of-town sources, and is firm in price. Red quoted at 5¼¢@55¢.; Lagos, 5¼¢.

CORN OIL quoted at \$3.90@\$4.05 and firm, with the inside price for second-hand lots, and as affected by the general fat markets. Trading moderate.

NEATSFOOT OIL.—Very little business; steady prices. 20 cold test, 94¢.; 30 do., at 82¢.; 40 do., at 60¢.; prime, 50¢.; dark, 45@46¢.

Prime Green Olive Oil Foots

UNCLE SAM BRAND

QUALITY, THE SUPREME TEST

They cost a little more than ordinary Foots but if you buy "UNCLE SAM BRAND" you will be so pleased with the results that you will forget the price and always remember the quality

Welch, Holme & Clark Co.,

**383 WEST STREET
New York City**

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

Easier Prices, Followed by Steadiness—Generally Distrustful Situation—Liberal Selling of Held Speculative Lots—Discounting Effect of Probable Large Cotton Crop—Very Slow Demands from Compound Makers Even at the Comparatively Low Figures—Only Moderate Sales to Soapmakers.

The late low trading figures for cotton oil trade admitted of only small concessions from them, nevertheless the declining tendency had been steady, in the indicated small way, in the early part of the week and up to Wednesday, and the market was brought to some of the anticipated low figures for trading. But on Wednesday there was liberal unloading of speculative holders, including some who had been carrying their contract for a long while, and with their general disgust over the remarkably depressed situation that has extended over a long period; besides the late declines had warranted further calls for margins, and some sales were made because of that feature. On that day about 11,250 barrels prime yellow were unloaded in New York of deliveries running up to September, chiefly September, after which the market was a little steadier. But on Thursday, after a firm opening, there was again pressure to sell and declining prices.

The situation may now be regarded at that point where it would be sensitive to any adverse features concerning the cotton crop or to possible increase of demands for the oil from the home consumers or exporters, or any development of a "short" interest to protect contracts; it is down very well and could easily have reactions to firmer figures.

But it may be said that there is no sign, as yet, of aroused demands from the compound makers for the oil, whatever may develop in that respect if the labor troubles at the packing yards are of long duration. It would be altogether probable that a long strike in the packing yards, with the consequent diminished productions, would ultimately stimulate the markets for the hog products, whatever views prevail at present of holding down prices for the hog products, or at least in preventing more than moderate advances in the prices for them.

In the event of a stimulated lard market through the indicated feature, it would be altogether probable that some of the compound makers would be forced into the market to buy cotton oil for the make of the compounds, the

trading in which would be sensitively quickened by the development of a better pure lard market, in the turning of demands from consumers for the compounds.

As it is now, the compound makers are fairly begged to take the cotton oil, and the seemingly low prices for it prove no attraction to them, and because the compound lard business does not use closely held compound makers' supplies of the oil.

There had been sales early in the week of bleaching grade in Chicago at 26c., in tanks, for equal to about 2,000 barrels. Rather full quantities of the oil were urged upon the market there, while there was marked indifference in taking them. Subsequently it would have been possible to have bought the bleaching grade in tanks at the West at 25½c., while in New York it was offered at a price in barrels to equal nearly as low a rate as that made at the West. The latest market, however, may be regarded as dull for the bleaching grade.

This would show the complete lack of confidence that the consumers had concerning the situation, and because the manufactured goods business has not been of an urgent order, while many of the compound makers are holding fair accumulated stocks of the oil against the at least very conservative current run of demands for the compound lard; moreover, there is an inclination in a general way among the consumers to be indifferent against buying any of the raw materials beyond actual needs of them or of supplies of oil beyond known necessities of it to the new crop. Continued flattering prospects of the cotton crop and the anticipations of large oil productions next season and easy prices for them help, of course, to restrain consumers' demands for the present supplies of the oil. Yet it must be considered that the early effect of a large cotton crop has been pretty well discounted by late declines in the prices of the oil, while the discounting of the market for the oil has been permitted by the slow consumption of the holdings of old oil.

It is true that the cotton crop has never had a more brilliant promise of a large yield; indeed, it may be said that Texas is practically assured of a large yield, since its growth is so early that its crop will escape—a good portion of it at least—very marked ravages of the boll weevil, whatever damage from the insect may come later on. Indeed the Texas crop is already beginning to move forward in marketable quantities. Of course, continued favorable weather conditions through August

and not a cold fall period would mean a just so much larger crop in that State. Nevertheless that new oil will be had at an early period from Texas, and that there is an assured liberal production of it from that State at an earlier part of the season than that of last year, whatever contention may come about over the prices of seed in a general way in the efforts to secure the seed to correspond with the oil prices.

Indeed the cotton crop has advanced favorably practically all over the South, and it is not now a particularly late season in any direction; nevertheless it may not be regarded an early one in some States. Bolls are now opening in the more southerly portions, and as well the drought had been broken in Texas; a little too much rain is being had in some localities where dry weather is needed. Of course, a few boll weevils had appeared in Texas, but, as before remarked, the early season there will prevent any such damage to the Texas crop as had last year, when there was a much later period of growth than in this year for ravages of the weevil.

As a liberal supply of cottonseed may be said to be one of the prospective features of the oil market, it becomes a question as to whether it will come out of planters' hands promptly at the beginning of the season, since, with the present prospects of the coming season's oil business, it would be necessary to have seed prices upon a lower basis than that of last year to meet the probable market prices for the seed products, and which would be especially noteworthy if the corn crop turns to present promises for it, whereby the animal fats would be in full supply for competition with the cottonseed fats. The planters may not be ready at the beginning of the season to accept proper prices for seed supplies, by comparison with the market for the seed products, and productions may be, on that account, somewhat retarded, as the planters are financially well situated for some indifference; however the outcome would seem to be of low cost seed in the event of the cotton crop coming up to present expectations of it.

But that there has been increasing disposition to sell crude in tanks this week at lower prices shows that there is some hope of getting seed almost at once moderately with the beginning of the season's offerings at prices to conform to the oil market.

The new crude in tanks, which about ten days since had been sold from 23½c. down to 22½c. in tanks for the fall deliveries in the Southeast sections, has been more recently of-

KENTUCKY REFINING CO.

LOUISVILLE, KENTUCKY, U. S. A.

MANUFACTURERS AND REFINERS
OF ALL GRADES OF

COTTONSEED OIL

"SNOWFLAKE"

A CHOICE WHITE OIL

FOR BAKING, FRYING AND COOKING

ferred down to 22c., and finds unwillingness to buy, since that price would be too high with the current prices of the refined oil as they are shown in New York for the corresponding deliveries, or say, about 27½c. for the September to December deliveries, as at this writing. Sales of 45 tanks crude at Southeast mills at 22c.

Indeed the difference in the crude and refined prices would be even more marked if some ideas of the refined oil market prices for the late fall deliveries are to materialize, and which are not more particularly referred to since the future may have contingencies in store that cannot be reckoned with at present.

There is no dismissing of the point, however, that the late market for the oil is taking in all of the favorable statistical features of the cotton and corn crops as they are now exhibited and ignoring possibilities; besides it is largely affected by a dull condition of consumption of the current supplies of the oil without considering materially possibilities of a near waking up of consumers' demands for general fats through the abated productions of them through the labor troubles, with their possible effect in starting up of prices of animal fats by which other fat market values could be influenced, however unreliable the situation at present is for all fats.

It is a fact, however, that just now even the export markets are not materially interested in buying cotton oil, although there is a little inquiry from them.

The foreign markets, as well as our home market buyers, have in view the "big cotton crop," and they are holding off for possibilities; as well they are restrained somewhat by their easier markets for other soap materials, and the generally uncertain look of affairs through the packinghouse troubles.

The home soapmakers are taking a little cotton oil steadily; perhaps if it were other than the summer season the cotton oil prices would be very attractive to the soapmakers, as against those for tallow. The oil at say, 27c. per gallon, at which July and August contracts could only latterly be executed, equaled about \$3.60 per 100 lbs., and tallow at \$4.50 for city hhd., at which a sale of

200 hhd., has just been made, and \$4.75 for city, tierces, with city renderers at Chicago at about \$4.37½, and prime packers at \$5@5.12½, is materially higher than the usual prices as compared with the cost of cotton oil prices, while the tallow position is very sensitive and points to a still higher range, particularly so if the labor troubles are not soon settled. Moreover, England has advanced this week 3d. @ 9d. for the tallow.

It is astonishing that the soapmakers do not more freely buy the cotton oil, even considering the season of the year, considering its low prices and the feeling that beef fats must be higher.

It would be hard to come to any other conclusion concerning the tallow market, but that the probable drifting of it in the near future is to better prices. The meat consumption is much less than ordinarily, and it will take a long time to get it back to its ordinary volume even around cities where the strike has been settled; the collections of fat are much less than usual, and with the labor troubles at the more important packing points the general supplies of tallow already materially modified are likely to suffer in volume in a more marked degree; these conditions should tell in prices for it, however conservative the mood of the tallow buyers are at present. It must be considered that there is just so much meat consumption gone for good, with the consequent loss of fat and tallow supplies. The cotton oil consumption should increase from the soapmakers.

Of course, the cotton oil consumption by the soapmakers is of less importance than that of the compound makers, standing in relation yearly as about 400,000 to 900,000 barrels; but an increase of soapmakers' demands for cotton oil at present in the sluggishness of other consumptive demands would drag the market for it out of its unsettled attitude, as the stocks of old oil are burdensome only because of the slack demands for them, and not that they are by comparison with ordinary season's holdings even of fair volume. Yet the fact that there is a slow consumption for the oil with the feature of the

coming cotton crop keeps the oil prices down, and makes the oil supply burdensome.

There has been selling of held oil at Eastern markets as well as by foreigners and the South this week, covering the September delivery chiefly, but running into later deliveries which has helped in making the weakness in the New York market. But there is growing speculative demand at the prices for at least small profits.

There may be a little "short" interest in the oil in New York to protect, but the "short" interest here would not seem to be as large as some of the trade expected of it, since it had been in fair degree covered.

There is considerable oil due on August contracts, but, of course, of more important volume on the September contracts.

There have been orders for several thousand barrels from foreign markets at 27½c. for the fall deliveries.

The lard market may be looked upon in this way; that while it shows little change at present that long continued labor troubles, and which, at this writing seem probable, is likely to have the effect of stimulating prices for the product, although that the large livestock supplies which are necessarily withheld from the packing centres must at some time come upon the packing centres to upset the products situation temporarily or until the held back livestock supplies are rather freely taken up; and that when the supplies of livestock do move forward freely that they are likely to come in a bunch, so to speak, so that disturbed products markets are not likely to be more than a temporary feature. If there becomes an increased amount of the hog products to sell, and there is now a very good supply of lard, the opinion would seem to be that when settled labor conditions come about, the position for the hog products is likely to be taken hold of for stronger prices, since that supplies can always be sold better on bullish than bearish markets. Indeed, we have observed in many seasons that when there were the smallest stocks of lard its prices were most depressed, in the consideration of less of it to protect, and that the most active distributions of

THE AMERICAN COTTON OIL CO.

CABLE ADDRESS "AMOOTAIL," NEW YORK

COTTONSEED PRODUCTS

OIL, CAKE, MEAL, LINTERS, ASHES, HULLS



GOLD MEDALS
AWARDED
CHICAGO, 1893
PARIS, 1900

AMERICAN COTTON OIL CO.

27 Beaver Street, New York City

GOLD MEDALS
AWARDED
BUFFALO, 1901
CHARLESTON, 1902

WRITE OR WIRE US FOR
PRICES AND SAMPLES.

"BIRD BRAND"

ARMSTRONG PACKING CO.
COMPOUND LARD
DALLAS, TEXAS, U.S.A.

CABLE ADDRESS—"ARMSTRONG" DALLAS.
CODES—LIEBER, ROBINSON, YOPPS.

ARMSTRONG
PACKING Co.

PACKERS - SOAP MAKERS -
COTTON SEED OIL REFINERS.

DALLAS, TEXAS.

lard take place when there are rising markets for it. Thursday's lard market advanced some.

The trading in New York since our last review has been as follows: At the close of the previous week, 100 bbls. prime yellow, July delivery, at 28 $\frac{1}{4}$ c.; 200 bbls. do., September, at 28 $\frac{3}{4}$ c.; 2,000 bbls. do., September, at 28 $\frac{1}{2}$ c., and 200 bbls. do October, 28 $\frac{1}{2}$ c., and the closing market last Saturday was: July, 27 $\frac{1}{4}$ c. bid and 28 $\frac{1}{2}$ c. asked; August, 28c. bid, 28 $\frac{1}{2}$ c. asked; September, 28 $\frac{1}{4}$ c. bid, 28 $\frac{1}{2}$ c. asked; October, 28@28 $\frac{1}{2}$ c.; November, 28@28 $\frac{1}{2}$ c.; December, 28@28 $\frac{1}{2}$ c.

On Monday the tone was easy, with prices practically lower; early in the day prime yellow July nominal; August, bid and asked, 27 $\frac{3}{4}$ @28c.; September, 28 $\frac{1}{4}$ @28 $\frac{3}{4}$ c.; October, 28@28 $\frac{3}{4}$ c.; November, 28@28 $\frac{3}{4}$ c.; December, 28@28 $\frac{3}{4}$ c. Sales, 100 bbls. August, 28c.; 100 bbls. September, 28 $\frac{1}{4}$., and at the close, July, 27 $\frac{1}{2}$ @28c.; August, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; September, 27 $\frac{3}{4}$ @28c.; October, 27 $\frac{1}{2}$ @28c.; November, 27 $\frac{1}{2}$ @28c.; sales, 500 bbls. prime yellow, August, 27 $\frac{1}{2}$ c.; 300 bbls. do., September, 28c.; 500 bbls. do., December, 28c.

On Tuesday the market was slightly lower again, with early in the day sales in New York of 500 bbls. prime yellow, August, 27 $\frac{1}{2}$ c.; 1,500 bbls. do., October to December, 28c., with bidding and asking rates; August, 27@27 $\frac{1}{2}$ c.; September, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; October, 27 $\frac{1}{4}$ @27 $\frac{3}{4}$ c.; November, 27 $\frac{1}{4}$ @27 $\frac{3}{4}$ c.; December, 27 $\frac{1}{4}$ @27 $\frac{3}{4}$ c., and at the close of the day sales 1,500 bbls. August, 27 $\frac{1}{4}$ c.; 100 bbls. August, 27c.; 1,000 bbls. November, 27 $\frac{1}{2}$ c.; 100 bbls. December, 27 $\frac{1}{2}$ c.; August, 27c. bid, 27 $\frac{1}{4}$ c. asked; September, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; October, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; November, 27 $\frac{1}{4}$ @27 $\frac{3}{4}$ c.; December, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.

On Wednesday the sales were early 4,000 bbls. prime yellow, September, 27 $\frac{1}{2}$ @28c.; 750 bbls. do., December, 27 $\frac{1}{2}$ c.; 1,000 bbls. do., November 27 $\frac{1}{2}$ @28c., with prices then: August 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; September, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; October, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; November, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; December, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c., and later in the day sales 200 bbls. August 27 $\frac{1}{2}$ c.; 100 bbls. September 27 $\frac{3}{4}$ c.; 4,100 bbls. do., 27 $\frac{1}{2}$ c.; 100 bbls. do., October, 27 $\frac{1}{2}$ c.; 1,000 bbls. December, 27 $\frac{1}{2}$ c.; closing prices: August, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; September, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; October, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; November, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.; December, 27 $\frac{3}{4}$ @27 $\frac{3}{4}$ c.

On Thursday, with a firmer opening and depression and anxiety to sell at the close, especially early deliveries. Sales early 200 November, 27 $\frac{3}{4}$ c.; 100 September, 27 $\frac{3}{4}$ c. with then August 27 $\frac{3}{4}$ @27 $\frac{1}{2}$ c. bid and asked; September, October, November, December, all at 27 $\frac{3}{4}$ c. bid, 28c. asked, and in the afternoon sales 100 bbls. July, 27 $\frac{1}{4}$ c.; 1,900 bbls. August, 27@27 $\frac{1}{4}$ c.; 2,400 bbls. September at 28@27 $\frac{3}{4}$ c.; 200 bbls. December, 27 $\frac{3}{4}$ c.; 250 bbls. November, 27 $\frac{3}{4}$ c., closing then as bid and asking prices, August, 26 $\frac{3}{4}$ @27c.; September, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.; October, November and December, each month, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c.

(Continued on page 42.)

A MIDSUMMER NUMBER.

The August issue of the "Four-Track News" is full of refreshing subjects suitable to the month. The opening article is a description, by Earl W. Mayo, of "New York's Lake Country," which, as he says, "yields nothing to the land of Wordsworth and Keats;" Frederick A. Ober writes entertainingly of "Ramona and Her Home," and Emma McRae graphically pictures a trip to the Sault Ste. Marie, under the title of "Soo-ing the Soo." A bit of fiction which will be found delightfully readable is Kathleen L. Greig's little story entitled "The Queerness of Marcus Miller;" "Some Animal Models," with especially striking illustrations, is from the pen of Julia Darrow Cowles; "The Blue-Grass Country," by Henry Cleveland Wood, is a chapter of Kentucky horse lore; F. W. Barrett tells of the early days of Horace Greeley in an article entitled "A Printer's 'Devil';" "Life in Native Argentine," by Robert B. Brinsmade, E. M.; "In Lake Land," descriptive of the Wisconsin lake region, by Zona Gale; "An English Angler in the Rockies," by Kathryn White; and "A Roman Club Under the Caesars," by W. H. Tolman, are articles whose titles are self-explanatory. "Beyond the City Gates," by John Davis Anderson, is an invitation to the city people

to step over the threshold into the country; Frank Yeigh contributes another article of vigor and interest entitled "The Nub End of Canada." The poetry in this number includes "The Message of the Monkeys," an illustrated poem of unusual interest; W. H. Wilson contributes three verses under the title of "The Poet," and J. W. Foley an illustrated poem entitled "Lines to a Locomotive." The departments, "Little Histories," and bits of humor are as instructive and bright as usual, and in point of illustration the August number will rank with the best that this magazine has yet published, including a striking frontispiece of "The Mighty Cataract of Niagara."

The "Four-Track News" is fifty cents a year, or five cents a copy, and can be had of George H. Daniels, Publisher, 7 East 42d street, New York.

Wanted and For Sale Advertisements

PAGE 48

Lombard Iron Works & Supply Company AUGUSTA, GA.

Builders and Dealers in ENGINES, BOILERS, Tanks, Stacks, Standpipes, etc.; Bridge and Architectural Iron Work; Railroad, Cotton, Saw, Fertilizer, Oil and Ice MACHINERY and Supplies and Repairs; Shafting, Pulleys, Hangers, Leather and Rubber Belting and Hose; MILL SUPPLIES and TOOLS; Foundry, Machine, Boiler and Bridge Work. Capacity for 300 hands.

ASPEGREN & CO.,

Produce Exchange,
NEW YORK,

Commission Merchants

EXPORTERS

Cotton Oil, Tallow
AND GREASES.

The Procter & Gamble Co.

Refiners of All Grades of

COTTONSEED OIL

Aurora, Prime Summer Yellow
Boreas, Prime Winter Yellow
Venus, Prime Summer White

Marigold Cooking Oil
Puritan Salad Oil
Jersey Butter Oil

Cable Address
Procter, Cincinnati, U.S.A.

Office: CINCINNATI, O.
Refinery: IVORYDALE, O.



CHICAGO SECTION



Life in Packingtown has been a strenuous one since the strike was renewed. All hands, high and low, have had to turn in and help out, and the biggest gun in the yards has not been above taking off his coat, rolling up his sleeves and pitching in. The packers are determined to run their own business, instead of giving it over into the hands of their former employees. Their position has been correct from the start, and they know they have the best of the argument. They are going to go ahead with their plans to keep the plants in operation, even if they have to do it with non-union labor. This time the strikers must come to them; they will make no more advances to the strikers. They are and have all along been ready to live up to the letter of the peace agreement—which the strikers broke before it had been in operation an hour—and that's all there is to it. But present conditions have put Packingtown on a war footing, and it's a hot old place to hang out in.

Wednesday was a day of sensations. First there was the burning of the Swift lard refinery, which everybody at first laid to the strikers, but which proved to have been entirely accidental. The fire was discovered in the morning and soon gained such headway that every available fire engine in the stockyards district was called out. The building, 150x250 feet and three stories high, was filled with tiers of lard, many of which exploded, spreading the burning grease in every direction. Louis F. Swift was on the ground and directed the firemen in their attempts to reach the blaze.

Thousands of strikers attempted to get near the burning building, but as soon as the police arrived ropes were spread, blocking the streets for three squares away. The top story of the building was wood and burned like tinder. The loss is estimated, on stock and building, at about \$400,000.

"The fire was caused," Mr. Swift said, "by the burning out of a motor. The grease-coated walls and ceiling of the rooms caused a rapid spreading of the fire. There is absolutely no reason to think that the blaze was of incendiary origin."

A feature of the blaze was the temporary imprisonment of nine young women stenog-

raphers in an elevator in Swift's office building. The cage was caught between two floors, and the young women were in a panic, fearing the fire would spread from the burning refinery building before they could be rescued. Members of the office force put up ladders and, cutting the wire work on the elevator cage, took the young women out and carried them to safety.

A rain and hailstorm which broke over the stockyards district during the afternoon caused much confusion in the livestock pens. With not an adequate number of drivers to handle the animals under ordinary conditions, when the hail began to fall the frightened stock ran about the yards completely beyond the control of the inexperienced drivers. It required nearly three hours to bring order out of the chaos. During the excitement several persons were seen to escape from the yards with live sheep in their arms. These men were said to be friends of the strikers, who took advantage of the opportunity to secure a little fresh meat.

Despite the fact that a relief fund was voted by the unions to alleviate the distress strikers and their families who are in want, there was little change in the condition of the thousands of poverty-stricken strike sufferers huddled in the squalid district generally referred to as "Back of the Yards." Instead of complaining, there is a disposition to conceal destitution, lest the fact of the impoverishment of the strikers becoming known might operate against the success of the unions' struggles. Like the Spartan mothers of old, hungry wives and mothers of strikers sit in silence in their homes, purposely avoiding those who might seek them out with charitable motives. Two elements enter into the silent, grim fortitude of these women—loyalty to the unions and pride. Applications for relief are rare, indeed, although it is said that want confronts hundreds and scores are actually hungry now.

There are some strikers' wives who are not in sympathy with the strike, however, and who believe their husbands should be earning money to keep them from starving, instead of taking part in riotous demonstrations. Mrs.

Marie Zlatrick is one of these. On Monday she had reproached her husband for not returning to work, whereupon neighbors took sides, and the result was a struggle, in which Mrs. Zlatrick and three men were badly hurt. Her husband escaped injury. Policemen stopped the fight, but made no arrests. Zlatrick is still on strike. Later Mrs. Anna Tickle, who has three sons on strike, was severely beaten and robbed of a small amount of money. One son, Leopold, was arrested in connection with the attack.

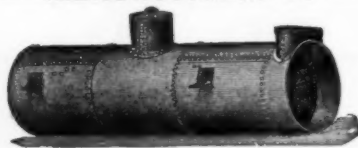
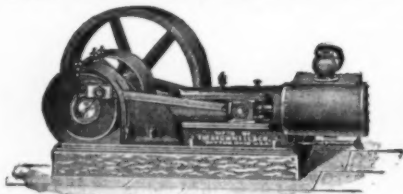
Peddlers are avoiding the stock yards district, several of them having had their wagons cleaned of vegetables, fruits, etc., by mobs of hoodlums who need very little encouragement to break any law under any circumstances, but especially when trouble such as at present is in existence. The strike leaders have a hard task before them trying to conduct a peaceable strike. It is impossible with such an element to deal with. The more intelligent of the strikers understand the value of the peace-promoting, law abiding advice given by the leaders, but there is an element which won't understand and another which cannot.

At least 1,000 new employees were taken into the yards by the middle of the week and put to work. A conservative estimate of the number of animals slaughtered by the different plants placed it at about one-half the amount disposed of under normal conditions. The stockyards bosses have been busy unloading stock, weighing, etc. W. E. Skinner is an expert sheep handler and knows something about hogs, too. Between the stockyards managers, superintendents, foremen and clerks and the commission men, stock arriving will be taken care of all right. Receipts will be light until the strike is settled. Packers are buying all classes of stock, but in a very limited way.

According to a reputable authority, Packingtown strikers have decided on establishing competition to the big packers whose plants they have tied up because of alleged unremunerative employment there. This authority, says the "Live Stock World," gravely informs the public that several million-dollar plants are to be erected at once, every striking employe delving into his capacious and well-lined pockets to produce the necessary coin. This will be good news to the livestock producer. It is especially a timely movement in view of the failure of Col. John W. Springer, of Denver, to invade the field of meat manufacture. We had no suspicion that the striking packinghouse employes were sufficiently opulent to launch a venture of this kind. Packers themselves would probably have made terms with them had they foreseen the possibility of competition.

The BROWNELL CO., DAYTON, OHIO

— MANUFACTURERS OF —



BOILERS, ENGINES, HEATERS and SHEET IRON WORK

The sympathetic strike of allied trades at the yards affected the following workers, according to strike leaders' estimates. Their places are now being rapidly filled, except where they have abandoned their unions and voluntarily returned to their old places. Many of them refused to obey the strike order and never went out at all. The list follows:

Teamsters	600
Engineers	110
Firemen	480
Steamfitters	250
Steamfitters' helpers	250
Car repairers	300
Coopers	300
Machinists	75
Blacksmiths	100
Blacksmiths' helpers	100
Plumbers	200
Plumbers' helpers	75
Soapmakers	250
Hair finishers	60
Electrical workers	350
Car workers, icers and cleaners	2,000
Glue workers	250
Painters	200
Stable employees	450
Carpenters	600
Live stock handlers	1,500
Elevator men and oilers	400
Weighmasters and checkers	250
Hair spinners	100
Electric linemen	100
Common laborers	2,000
Total	11,350

WESTERN GLUE MARKET.

(Special Letter to The National Provisioner.)

Chicago, July 25.—The general demand for glues continues to be very good; prices remain the same. Marquet quotations are as follows:

Gelatine Glue—Extra, 22@30c.; No. 11, 18@22c.; regular, 16@18c.

White Glue—1st, 12@15c.; 2d, 10@12c.; 3d, 8@10c.

Cabinet Glue—High test, 14@16c.; medium test, 11@14c.; ordinary test, 9@11c.

Sizing Glue—Extra light, 11@13c.; light, 9@11c.; medium, 7½@9c.; brown, 6½@7½c.; dark, 5½@6½c.

Leading Packers

through their alert
Purchasing Agents
Buy SUPPLIES Here

WHY NOT YOU?

Woodenware

Packages

Paper

Salt

Pails

Skewers

Fuller's Earth, &c.

FRED K. HIGBIE
COMPANY

35 So. Water St., Chicago

CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner from C. D. Forsyth & Co.)

Chicago, July 27.—We quote to-day's market as follows: Green hams, 10@12 ave., 9½@9¾; 12@14 ave., 9½@9¾; 14@16 ave., 9½; 18@20 ave., 9¾. Green picnics, 5@6 ave., 7¼; 6@8 ave., 7¼; 8@10 ave., 7¼; 10@12 ave., 7¼. Green New York shoulders, 10@12 ave., 7; 12@14 ave., 7. Green skinned hams, 18@20 ave., 11½@11¾. Green clear bellies, 8@10 ave., 10; 10@12 ave., 9. No. 1 S. P. hams, 8@10 ave., 9¾; 10@12 ave., 9¾; 13@14 ave., 9½; 14@16 ave., 9½; 18@20 ave., 9¾. No. 2 S. P. hams, 10@12 ave., 9¾; 12@14 ave., 8¾; 14@16 ave., 8¾. No. 1 S. P. skinned hams, 14@16 ave., 11; 16@18 ave., 11½; 18@20 ave., 11¾; 20@22 ave., 11¾; 22@24 ave., 11¾; 24@26 ave., 10¾; 26@28 ave., 10¾. No. 2 S. P. skinned hams, 12@14 ave., 10½; 18@20 ave., 11; 24@26 ave., 10½. No. 1 S. P. picnics, 5@6 ave., 7½; 6@8 ave., 7¾; 7@9 ave., 7¾; 8@10 ave., 7¾; 10@12 ave., 7¾. No. 1 S. P. N. Y. shoulders, 8@10 ave., 7½; 10@12 ave., 7½; S. P. clear bellies, 8@10 ave., 9½; 10@12 ave., 9.

CHICAGO PROVISION MARKET

RANGE OF PRICES

SATURDAY, JULY 23, 1904.

LARD—(Per 100 lbs.)—				
September	6.95	6.95	6.87	6.87
October	7.00	7.00	6.92	6.92
RIBS—(Boxed 25c. more than loose)—				
September	7.52	7.52	7.42	7.42
October	7.52	7.52	7.47	7.47
PORK—(Per barrel)—				
September	12.77	12.77	12.77	12.77
October	12.77	12.77	12.77	12.77

MONDAY, JULY 25, 1904.

LARD—(Per 100 lbs.)—				
September	6.95	6.95	6.87	6.87
October	7.00	7.00	6.92	6.92
RIBS—(Boxed 25c. more than loose)—				
September	7.52	7.52	7.42	7.42
October	7.52	7.52	7.47	7.47
PORK—(Per barrel)—				
September	12.85	12.85	12.70	12.70
October	12.87	12.87	12.70	12.70

TUESDAY, JULY 26, 1904.

LARD—(Per 100 lbs.)—				
September	6.92	6.90	6.82	6.90
October	6.90	6.97	6.90	6.97
RIBS—(Boxed 25c. more than loose)—				
September	7.42	7.47	7.40	7.47
October	7.45	7.52	7.45	7.52
PORK—(Per barrel)—				
September	12.70	12.82	12.65	12.82
October	12.70	12.82	12.67	12.82

WEDNESDAY, JULY 27, 1904.

LARD—(Per 100 lbs.)—				
September	6.92	6.92	6.87	6.90
October	6.97	6.97	6.95	6.97
RIBS—(Boxed 25c. more than loose)—				
September	7.50	7.52	7.45	7.50
October	7.57	7.57	7.50	7.57
PORK—(Per barrel)—				
September	12.85	12.87	12.77	12.85
October	12.85	12.85	12.77	12.85

THURSDAY, JULY 28, 1904.

LARD—(Per 100 lbs.)—				
September	6.90	6.97	6.90	6.97
October	7.00	7.02	7.00	7.02
RIBS—(Boxed 25c. more than loose)—				
September	7.50	7.57	7.50	7.55
October	7.57	7.62	7.57	7.62
PORK—(Per barrel)—				
September	12.85	12.95	12.85	12.92
October	12.85	12.95	12.85	12.92

FRIDAY, JULY 29, 1904.

LARD—(Per 100 lbs.)—				
September	6.97	7.05	6.97½	7.05
October	7.05	7.12½	7.05	7.12½
RIBS—(Boxed 25c. more than loose)—				
September	7.67	7.70	7.57½	7.70
October	7.67	7.72½	7.62½	7.72
PORK—(Per barrel)—				
September	12.95	13.07½	12.95	13.07½
October	13.00	13.07½	13.00	13.07½

CHEMICAL AND SOAPMAKERS' SUPPLIES.

74% Caustic Soda at \$1.80 to \$1.85 for 60%.
70% Caustic Soda at \$1.85 to \$1.90 for 60%.
60% Caustic Soda at 2c. per lb.
98% Caustic Soda (powdered) at 3c. per lb.
58% Pure Alkali at 90c. to 1c. for 48%.
48% Carbonate Soda Ash at \$1.10 per 100 lbs.
Borax at 8c. per lb.
Talc at 1½c. per lb.
Palm Oil in casks, 5½c. lb., and in barrels 6c. lb.
Green Olive Oil at 56 to 57c. per gal.
Yellow Olive Oil at 52c. per gal.
Green Olive Oil Foots at 4½c. to 5c. lb.
Ceylon Coconut Oil, 6½c. to 6¾c. lb.
Cochin Coconut Oil, 7c. to 7¼c. lb.
Cottonseed Oil at 30c. to 31c. per gal.
Corn Oil at 4½c. lb.
Rosin, M. \$4.50. N. \$4.75. WG. \$5.00. WW. \$5.25 per 280 lbs.

CHICAGO LIVE STOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 18.....	8,356	309	10,066	10,151
Tuesday, July 19.....	1,928	81	3,436	2,755
Wednesday, July 20.....	6,312	246	13,171	3,341
Thursday, July 21.....	6,415	164	22,524	9,561
Friday, July 22.....	10,982	347	19,807	8,608
Saturday, July 23.....	450	210	6,101	2,090

Totals	34,441	1,357	95,135	36,486
Totals previous week.....	44,291	5,392	83,837	56,820
Cor. week 1903.....	63,308	5,245	115,864	86,417
Cor. week 1902.....	47,932	4,601	97,500	71,688

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 18.....	3,978	...	6,715	3,335
Tuesday, July 19.....	973	...	1,707	2,641
Wednesday, July 20.....	2,069	...	1,481	2,901
Thursday, July 21.....	985	24	1,499	1,636
Friday, July 22.....	3,638	49	4,833	4,907
Saturday, July 23.....	2,010	30	5,100	1,300

Totals	13,653	103	21,335	18,520
Totals previous week.....	26,158	1,568	30,936	27,186
Cor. week 1903.....	22,838	364	24,413	13,312
Cor. week 1902.....	13,790	314	18,058	12,077

Combined receipts of hogs at eleven markets
for week ending July 23..... 269,000
Week ago..... 227,000
Year ago..... 370,000
Two years ago..... 295,000
Receipts of hogs for year to July 23..... 12,571,000
Year ago..... 12,145,000
Two years ago..... 12,994,000
Receipts at six points—Chicago, Kansas City, Omaha, St. Louis, St. Joseph and Sioux City—as follows:

	Cattle.	Hogs.	Sheep.
Week ending July 23.....	88,200	167,000	54,200
Week ago.....	93,800	148,300	92,200
Year ago.....	141,400	276,400	100,000
Two years ago.....	147,400	225,100	140,000

RECEIPTS.

CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending July 23, 1904, as follows:

Armour & Co.....	8,500
Anglo-American.....	3,500
Continental.....	850
Swift & Co.....	9,500
Hammond & Co.....	950
Morris & Co.....	3,450
Boyd Lunham.....	4,100
S. and S.....	2,000
H. Boone & Co.....	3,500
Roberts & Oake.....	1,900
Other packers.....	8,400

Total	46,250
Left over	9,000
Week ago.....	55,100
Year ago.....	102,400
Two years ago.....	149,500
Three years ago.....	149,500

Estimated receipts of live stock for week ending July 30, 1904:

Cattle	30,000
Hogs	70,000
Sheep	35,000
Average price of hogs week ending July 23.....	\$5.41
Previous week	5.33
Year ago	5.53
Two years ago	5.53
Three years ago	5.90
Average price of good beef cattle for week ending July 23.....	5.65
Previous week	5.60
Year ago	5.15
Two years ago	6.85

Cattle.

Choice to prime beefs.....	\$6.10@6.30
Good to choice heavy steers.....	5.70@6.00
Fair to good export and shipping steers.....	5.10@5.45
Medium beef steers.....	4.50@5.05
Inferior and plain steers.....	3.95@4.40
Good to fancy cows and heifers.....	4.60@5.75
Good to choice feeders.....	3.85@4.40
Poor to fair stockers and feeders.....	2.25@3.60
Fair to good cows and heifers.....	3.80@4.40
Good cutting and fair beef cows.....	2.35@3.60
Common to good culling cows.....	1.25@2.13
Bulls, poor to choice.....	2.00@4.25
Calves, common to fair.....	2.50@5.50
Calves, good to fancy.....	3.75@7.50
Corn-fed western steers.....	5.00@6.50
Texas bulls and grass steers.....	3.00@5.50
Fed Texas steers, fair to choice.....	4.75@6.10

Hogs.

Good to choice heavy shipping.....	\$5.50@5.99
Good to choice butchers.....	5.30@5.70
Plain to good heavy packing.....	4.50@5.20
Rough to good heavy mixed.....	5.10@5.50
Assorted light, 160@190 lbs.....	5.40@5.65
Good to choice, 190@200 lb. weights.....	5.50@5.70
Poor to choice, 60@135 lb. pigs.....	4.50@5.00

Sheep.

Good to prime native wethers.....	\$4.25@4.40
Fair to good mixed lots.....	3.70@4.10
Fair to prime western grass wethers.....	3.75@4.15
Fair to fancy ewes.....	3.40@3.85
Plain to good breeding ewes.....	3.90@3.75
Culls, bucks and tail-end stock.....	2.00@2.85
Shorn yearlings, good to prime.....	4.25@4.50
Shorn yearlings, poor to fair.....	3.50@4.00
Spring lambs, good to prime.....	5.75@7.50
Spring lambs, poor to fair.....	3.50@5.50

FOREIGN MEAT TARIFFS

(Compiled by Frank H. Hitchcock, Chief Division of Foreign Markets, U. S. Department of Agriculture.)

AUSTRIA-HUNGARY—

TARIFF OF 1882, AMENDED TO JULY 16, 1903.

Articles imported.	Unit of quantity.	Foreign denominations.		Unit of quantity.	United States equivalents.	
		General.	Con-		General.	Con-
		Duty.	ventional.		Duty.	ventional.
		Florins.	Florins.		Dollars.	Dollars.
Meat:						
Game and poultry.....	100 kilograms			Pound	0.011	0.006
Tare: When in boxes and casks, 16 per cent.; when in baskets, 9 per cent.; when in bags or bales, 4 per cent.						
Sausage.....	"	25.00	16.00	"	.046	.029
Tare: In boxes and casks, 14 per cent.; in baskets, 9 per cent.; in thin sacks, 1 per cent.; in other sacks, 2 per cent.						
Canned or bottled.....	"	40.00	35.00	"	.074	.064
Other, fresh or prepared.....	"	6.00	6.00	"	.011	.011
Tare: When in boxes and casks, 14 per cent.; when in baskets, 9 per cent.; when in thin sacks, 1 per cent.; when in other sacks, 2 per cent.						
Meat products:						
Lard and goose fat.....	"	16.00	16.00	"	.029	.029
Meat extracts, canned or bottled—						
Solid.....	"	40.00	30.00	"	.074	.055
Liquid.....	"	40.00	15.00	"	.074	.028
Oils and fats.....	"	1.00	1.00	"	.002	.002
Oleomargarine (imitation butter)...	"	10.00	10.00	"	.018	.018
Tare: When in pots, 16 per cent.; when in hard-wood casks and tubs, 13 per cent.; when in soft-wood casks and tubs, 11 per cent.; when in baskets, 7 per cent.; when in skins and bags, 6 per cent.						
Tallow.....	"	1.00	1.00	"	.002	.002
Sausage casings.....	"	2.00	2.00	"	.004	.004
Other canned or bottled.....	"	40.00	35.00	"	.074	.064

A revision of the Austro-Hungarian tariff is now being made that may change the rates here given.

AMERICAN BEEF FOR SWITZERLAND.

Switzerland is to get her beef supply from the United States hereafter, instead of from Italy. This little republic cannot raise enough meat to supply her population. There are at the present time about 1,340,375 head of cattle in Switzerland. Of this number about 700,000 are dairy cows, the remainder being males, immature animals and those being finished for meat production.

There are no strictly beef or, in fact, no strictly dairy purpose animals. They are all kept for the combined purposes of milk and beef. In fact, we might very justly say that many of them are triple-purpose animals, writes Prof. W. J. Kennedy, of the United States Department of Agriculture. In addition to furnishing a liberal flow of milk and calves which make satisfactory beef animals, they are also used in a great many instances for laboring purposes. It is a very common sight in traveling throughout the country to see dairy cows with large udders (not oxen) attached to carts or wagons for the purpose of hauling the hay, grain or other crops from the fields to the barns. Sometimes it is a cow and a bull, or two cows, and, in rare instances, a cow and a horse that comprise the team used for transportation purposes.

But two breeds of cattle seem to prevail in the different sections of the country—the Brown Swiss and Simmental, both originated and improved to their present state by the Swiss people. They are medium-sized animals, being smaller than our beef and larger than our dairy breeds. The cows have every

appearance of being useful dairy animals, and at the same time are minus that narrow, scrawny appearance sometimes claimed to be necessary in connection with the ability to convert feed into milk. The young animals and those in preparation for beef show a strong inclination and aptitude to take on flesh very rapidly. They are certainly well adapted to the needs of these people.

Beef is produced largely during the summer and fall months, when the grass is good. With a liberal allowance of rainfall and a mixture of grasses, including an abundance of white clover, the pastures are especially well suited for meat production. While on grass the animals never receive any additional feed. During the winter months those animals which are being fattened receive, in addition to the hay and straw, about two pounds per head per day of cake, cotton or linseed, very often a mixture of the two. In some instances speltz is used as a part of the grain ration, but it is by no means the common practice.

The country does not grow a sufficient amount of beef to supply the demands of her people. A considerable amount is annually imported from Italy. By a new ruling of their government, American beef is expected to arrive in a few weeks' time. The animals will be allowed to arrive alive. This new movement is very well received by the Swiss people. They believe that it will mean a much more regular supply of meat; also the source of a product of much better quality than they have been accustomed to receiving from Italy.

CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail figures, every shop having a practically different sliding scale according to location, class, volume of trade, etc.

Beef.

Native Rib Roasts.....	18	@20
" Sirloin Steaks.....	22	@25
" Porterhouse Steaks.....	25	@40
" Pot Roasts.....	12	@16
Rib Roasts from light cattle.....	14	@16
Beef Stew.....	8	
Boneless Corned Briskets.....	10	
Corned Rumps.....	9	
" Ribs.....	8	
" Flanks.....	8	
Round Steaks.....	16	
" Roasts.....	14	
Shoulder Steaks.....	14	
" Roasts.....	12	
" Neck End.....	8	

Lamb.

Hind Quarters.....	16	@18
Fore ".....	12	@14
Legs.....	18	@20
Breasts.....	8	@10
Shoulders.....	12	
Ribs.....	18	
Loins.....	20	

Mutton.

Legs.....	14	@16
Breasts.....	8	
Shoulders.....	12	
Hind Quarters.....	14	
Fore ".....	11	

Pork.

Perk Loins.....	13½	
" Chops.....	14	@16
" Tenders.....	20	@25
" Butts.....	12	
Spare Ribs.....	8	
Blades.....	7	
Knuckles.....	6	
Pigs Heads.....	6	
Leaf Lard.....	9	

Veal.

Hind Quarters.....	10	@12
Fore ".....	9	
Legs.....	12	@14
Breasts.....	9	
Shoulders.....	11	

BUTCHERS' OFFAL.

Tallow.....	3½c.	
Mixed Bone and Tallow.....	24 per lb.	
Calfskins 8 to 15 lb.....	11c. @11½	
Calfskins, under 8 lb.....	6c. each	

SOUTH WATER STREET MARKETS.

Live Poultry.

Turkeys.....	9	@11
Chickens.....	10½	@11½
Hens.....	10½	
Roosters.....	6½	@7
Springs.....	14	@16
Ducks.....	10	
Geese.....	7½	@8

Veal.

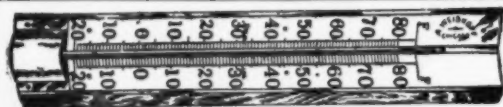
Choice.....	8	@9½
Medium.....	6	@7
Small.....	5	@5½
Coarse.....	4½	

Iced Poultry.

Turkeys.....	11	@13
Chickens.....	11	@12
Springs.....	15	
Ducks.....	9	@12
Geese.....	8	@9

BUTTER AND EGGS.

Best Butter.....	19	
No. 1 ".....	17	
No. 2 ".....	16	
No. 3 ".....	15	
Best Eggs.....	19	
No. 1 ".....	17	
No. 2 ".....	15	



THERMOMETERS AND HYDROMETERS

THE BEST FOR PACKING HOUSES—AT THE RIGHT PRICES.

A. WEISKOPF,

MAKERS OF GOOD GOODS ONLY

67 So. Canal St., CHICAGO

MARKET PRICES

CHICAGO.

NOTE.—Owing to strike conditions existing it is impossible to give anything like accurate quotations in fresh meats, because of the rapidly fluctuating market. There has not been so far any radical changes in wholesale prices, however.

WHOLESALE FRESH MEATS.

Beef.

Western Cows.....	6 @ 64
Native Cows.....	7 @ 74
Western Steers.....	7 1/2 @ 8 1/2
Good Native Steers.....	8 @ 8 1/2
Native Steers, Medium.....	8 1/2 @ 9
Heifers, Good.....	8 1/2 @ 9
Heifers, Medium.....	7 1/2 @ 8
Hindquarters.....	2 1/2 c. over straight Beef
Forequarters.....	2 c. under

Beef Cuts.

Steer Chucks.....	7 1/4
Cow Chucks.....	6 1/2 @ 7
Boneless Chucks.....	6 1/2 @ 7
Medium Plates.....	3 1/2 @ 4
Steer Plates.....	4 @ 4 1/2
Cow Rounds.....	8 @ 8 1/2
Steer Rounds.....	9 1/2 @ 10
Cow Loins, Common.....	8 @ 10
Cow Loins, Medium.....	8 @ 12 1/2
Cow Loins, Good.....	8 @ 13 1/2
Steer Loins, Light.....	7 @ 18 1/2
Steer Loins, Heavy.....	7 @ 19 1/2
Beef Tenderloins, No. 1.....	22 @ 23
Beef Tenderloins, No. 2.....	20 @ 22
Strip Loins.....	8
Serlon Butts.....	10
Shoulder Cuts.....	6
Rolls.....	11 1/2
Rump Butts.....	6 1/2
Trimnings.....	5
Shank.....	3 1/2
Cow Ribs, heavy.....	9 @ 10
Cow Ribs, Common Light.....	7 1/4
Steer Ribs, Light.....	7 @ 13 1/2
Steer Ribs, Heavy.....	7 @ 14 1/2
Loins Ends, steer-native.....	14
" " cow.....	9

Beef Offal.

Livers.....	3 1/2
Hearts.....	2 1/2
Tongues.....	12 1/2
Sweetbreads.....	3 1/2
Ox Tails.....	3 1/2

Veal.

Heavy Carcass Veal.....	6 1/2 @ 7
Light Carcass.....	7 @ 7 1/2
Medium Carcass.....	6 @ 8
Good Carcass.....	6 @ 10
Medium Saddles.....	6 @ 11
Good Saddles.....	5 @ 12
Medium Racks.....	5 @ 12
Good Racks.....	6 @

Veal Offal.

Brains.....	3 1/2
Sweetbreads.....	40
Hearts.....	5
Livers.....	25
Plucks.....	25

Lambs.

Medium Caul.....	9 @ 9 1/2
Good Caul.....	10 @ 10 1/2
Springfield Lambs.....	11 @ 11 1/2
Round Dressed Lambs.....	12 @ 12 1/2
Saddles Caul.....	13 @ 13 1/2
Saddles Springfield.....	15 @ 15 1/2
R. D. Lamb Saddles.....	8 @ 8 1/2
Caul Lamb Racks.....	9 @ 9 1/2
Springfield Lamb Racks.....	9 @ 9 1/2
R. D. Lamb Fries, per pair.....	5 1/2

Mutton.

Medium Sheep.....	7 @ 7 1/2
Good Sheep.....	7 1/2 @ 8
Medium Saddles.....	9 @
Good Saddles.....	10 @
Medium Racks.....	6 @
Good Racks.....	12 @
Mutton Legs.....	12 @
Mutton Steaks.....	5 @

Fresh Pork, Etc.

Pork Loins.....	12
Leaf Lard.....	7 @
Tenderloins.....	17 @ 18
Spare Ribs.....	7 @
Butts.....	9 @
Hocks.....	6 @ 5
Trimnings.....	4 1/2 @ 5
Tails.....	3 @ 3
Snouts.....	2 1/2 @
Pigs Feet.....	3 1/2 @
Pigs Heads.....	3 1/2 @
Knuckles.....	2 1/2 @
Blade Bones.....	6 @
Cheek Meat.....	3 @
Hog Plucks.....	3 @
Neck Bones.....	1 1/2 @
Skinned Shoulders.....	8 @ 8 1/2
Pork Hearts.....	12 @
" Kidneys.....	10 1/2 @
Stip Bones.....	3 1/2 @ 4
Tail.....	2 1/2 @
Back.....	1 1/2 @

Dry Sausage.

Packed in 25-lb. boxes, 1/4 c. per lb. extra.	
Extra Fine Cervelat.....	20 1/2
Choice H. C.	18 1/2
Fine H. C.	17 1/2

Special H. C. Cervelat.....	12
Special B. C.	12
Western H. C.	8 1/2
Western B. C.	8 1/2
Goteborg.....	12 1/2
Milanese Salami in Hog Casings.....	20 1/2
Choice H. C. Milano Salami.....	19 1/2
Choice B. C. German.....	17
Fine B. C.	16
Special B. C.	14 1/2
Excelsior B. C.	12 1/2
Choice H. C. Arles.....	19 1/2
Choice B. C.	17 1/2
Fine B. C.	16 1/2
Choice Arles Frisses.....	12 1/2
Mortadella.....	17 1/2
Landjaeger.....	17 1/2
Holsteiner.....	10 1/2
Farmer.....	11 1/2
Coppa.....	17 1/2
Lyons.....	28

Fresh Sausage, Etc.

Pork Link, large No. 1.....	6
Pigmy Sausage.....	6 1/2
Sausage Meat No. 1.....	6
Pork Link, large No. 2.....	6 1/2
Sausage Meat, No. 2.....	6 1/2
Frankfurts.....	6
Special Frankfurts.....	7
Vienna Frankfurts, 10-lb. cartons.....	7 1/2
Polish.....	6
Knobloch, or Garlic Sausage.....	6
Head Cheese.....	4 1/2
Blood Sausage.....	4 1/2
Liver Sausage.....	4 1/2
Leona.....	6
Bologna in Weasands.....	6
Bologna in Cloth Bags (paraffined).....	6
Ham Bologna in Paraffine.....	6 1/2
Bologna, long, round or large.....	5
Veal Ham.....	8 1/2
Mince Ham in Bladders (cooked).....	8 1/2
Berlin Ham (cooked).....	7
Prepared Ham in Cloth Sacks (cooked).....	8 1/2
New Eng. and Ham in Cloth (cooked).....	10
Boneless Ham.....	8 1/2
Tongue, white.....	8 1/2
Tongue, blood.....	7 1/2
Boneless Pigs Feet.....	5 1/2
Luncheon Beef.....	5 1/2
Fresh Pigs Feet.....	8

	Bris.	Half	Qtr.	Kits
Spiced Pigs Feet.....	6.0	2.75	1.50	.70
Pickled Plain Tripe.....	3.50	1.70	.90	.45
Pickled H. C. Tripe.....	5.50	2.65	1.50	.70
Fr. H. C. Tripe.....	9.00	4.25	2.25	.95
Pickled X Lps.....	11.50	4.75	2.50	1.05
Pickled Pigs Snouts.....	11.50	4.75	2.50	1.05

Wholesale Smoked Meats.

Hams, 12 lbs. average.....	11
" 14 " ".....	10 1/2
Skinned Hams.....	10 1/2
Cauls, 6 1/2 lbs. average.....	8 1/2
" 8 1/2 " ".....	8 1/2
Breakfast Bacon, fancy.....	16
Wine, 8/10 average, and Strip, 4/5 average.....	10 1/2
" 10/12 " ".....	5/6
" 12/14 " ".....	6/7
Dried Beef Sets.....	12 1/2
" Insides.....	13 1/2
" Knuckles.....	13 1/2
" Outsides.....	12
Regular Botted Hams.....	16
Smoked.....	16 1/2
Botted Picnic Hams.....	12 1/2
Cooked Loins.....	19

BARRELED BEEF AND PORK.

	Per bbl.
Extra Plate Beef.....	39.00 @ 9.25
Plate Beef.....	8.50 @ 8.75
Extra Mess Beef.....	8.50 @ 8.75
Prime Mess Beef.....	9.00 @ 9.25
Beef Hams.....	18.50 @ 19.00
Rump Butts.....	9.50
Mess Pork (repacked).....	19.25 @
Clear Fat Backs.....	14.75 @
Family Back Pork.....	15.25
Bean Pork.....	11.25

Dry Salt Meats.

Clear Bellies, 14/16 average.....	8 1/2
Rib Bellies.....	8 1/2
Fat Backs.....	6 1/2
Regular Plates.....	7 1/2
Short Clears.....	7 1/2

CORNEB, BOILED AND ROAST BEEF.

	Per doz.
1 lb. 2 doz. to case.....	\$1.30
2 lb. 1 or 2 doz. to case.....	2.40
4 lb. 1 doz. to case.....	4.55
4 lb. 1 doz. to case.....	8.00
14 lb. 1/2 doz. to case.....	18.00

EXTRACT OF BEEF.

	Per doz.
1 oz. jars 1 dozen in box.....	\$2.25
2 oz. jars 1 dozen in box.....	3.55
4 oz. jars 1 dozen in box.....	6.50
8 oz. jars 1 dozen in box.....	11.00
6 oz. jars 1/2 dozen in box.....	22.00
2, 5 and 10 lb. tins.....	\$1.75 per lb

LARD.

Pure leaf, kettle rendered, per lb., tes.....	8 1/2
Lard substitute, tes.....	8 1/2
Lard compound.....	8
Barrels.....	1/4 c. over tes.
Half barrels.....	1/4 c. over tes.
Tubs, from 10 to 80 lb.....	1/4 c. to 1 c. over tes.
Cooking Oil, per gal.....	33c

BUTTERINE.

F. O. B. CHICAGO.

No. 1, natural color.....	@10
No. 2.....	@11 1/2
No. 3.....	@12
No. 4.....	@13
No. 5.....	@14
No. 6.....	@15

SAUSAGE CASINGS.

Beef round, set of 100 ft.....	12
Beef middles, set of 57 ft.....	35
Beef bungs, each.....	6
Hog casings, per lb salt.....	22 @ 25
Hog bungs, exports.....	9 @ 9 1/2
" " medium, each.....	5 @ 5 1/2
" " small, each.....	2 @ 2 1/2
Sheep casings, per bundle, narrow.....	30 @ 45
" " " " imported, medium.....	60 @ 65
" " " " wide.....	80

FERTILIZERS.

Dried blood, per unit.....	@ 2.35
Hoof meal, per unit.....	@ 2.25
Concent. tank, 15 to 16 per unit.....	@ 2.15
Ground tank, 10 to 11 per unit.....	2.15 @ 10c.
Unground tank, 10 to 11 per unit.....	2.07 1/2 @ 10c.
Unground tank, 9 and 3/4, ton.....	21.00
Unground tank, 6 and 3/4, ton.....	14.50
Ground raw bone, per ton.....	25.00
Ground steam bone, per ton.....	17.50

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 to 70 lb., avg. ton.....	\$275.00
Horns, black, per ton.....	25.00
Horns, striped, per ton.....	30.00
Horns, white, per ton.....	45.00
Round Shin Bones, 38 to 40 lb., avg. ton.....	48.00
Round Shin Bones, 50 to 52 lb., avg. ton.....	60.00
Long Thigh Bones, 90 to 95 lb., avg. ton.....	90.00

LARDS.

Prime steam, cash.....	@ 6.35
Prime steam, loose.....	@ 6.45
Neutral.....	@ 7 1/2
Compound.....	@ 6 1/2

STEARINES.

Oleo.....	@ 7
Lard.....	@ 7 1/2
Grease, W.....	@ 5
Grease, B.....	@ 4 1/2
Grease, V.....	@ 4 1/2
Tallow.....	@ 4 1/2

OILS.

Lard Oil, extra winter strained tes.....	@ 60
Lard Oil, No. 1.....	@ 40
Lard Oil, No. 2.....	@ 44
Oleo Oil, extra.....	@ 7 1/2
Oleo Oil No. 2.....	@ 6 1/2
Neatsfoot Oil, pure tes.....	@ 68
Tallow.....	@ 47 @ 49

TALLOW.

Packers' prime.....	@ 5 1/2
No. 2.....	3 1/2 @ 5 1/2
Edible.....	5 1/2 @ 5 1/2
City renderers.....	@ 4 1/2

GREASE.

Brown.....	@ 3 1/2
Yellow.....	@ 3 1/2
White A.....	@ 4 1/2
Bone.....	@ 5 1/2
House.....	@ 3 1/2
White "B".....	4 1/2 @ 4 1/2

CURING MATERIALS.

Refined saltpetre.....	44 @ 5 1/2
Boric acid, crystal to powdered.....	10 1/2 @ 11
Borax.....	7 1/2 @ 8
Sugar.....	
Pure, open kettle.....	8 1/2
White, clarified.....	5
Plantation, granulated.....	5 1/2 @ 5 1/2
Yellow, clarified.....	4 1/2

Ashton, in bags, 224 lb.....	\$2.35
Eng. packing, in bags, 224 lb.....	1.45
Michigan, medium, car lots, per ton.....	3.00
Michigan, granulated, car lots, per ton.....	2.05
Casting salt, bbls, 280 lb., 2X and 3X.....	0.95

COOPERAGE.

Tierces.....	@1.27 1/2
Ba reis, Oak.....	1.05 @ 1.07 1/2
Ash.....	@ .97 1/2

COTTONSEED OILS.

P. S. Y., in tanks.....	@ 27
Prime Crude, in tanks.....	@ 24
Butteroil, in lbs.....	@ 33

NEW YORK CITY

LIVE CATTLE.

Good to choice native steers.....	\$3.60@	\$6.00
Medium to fair native steers.....	5.00@	5.50
Poor to ordinary native steers.....	4.00@	4.90
Oxen and stags.....	2.25@	5.00
Bulls and dry cows.....	1.75@	4.00
Good to choice native steers one year ago.....	5.55@	5.90

LIVE CALVES.

Live veal calves, a few selected.....	100 lb	@ 8
Live veal calves, good to prime.....	100 lb	7 1/4 @ 7 1/2

LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	5.95 @	6.30
Hogs, medium.....	6.20 @	6.30
Hogs, light to medium.....	6.05 @	6.40
Pigs.....	6.10 @	6.45
Roughs.....	5.20 @	5.45

LIVE SHEEP AND LAMBS.

Spring lambs, selected.....	per lb	7 1/4
Spring lambs, good to choice.....	per lb	5 1/4 to 7 1/4
Spring lambs, culls.....		5
Sheep, selected.....	per 100 lb	5 1/4
Sheep, medium to good.....	per 100 lb	5
Sheep, culls.....	per 100 lb	4

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	@ 11.
Choice native, light.....	@ 10 1/2
Common to fair, native.....	@ 10.

WESTERN DRESSED BEEF.

Choice native, heavy.....	10 @	10 1/4
Choice native, light.....	9 1/4 @	9 3/4
Native, com. to fair.....	9 1/4 @	9 1/4
Choice Western, heavy.....	9 @	9 1/4
Choice Western, light.....	8 1/4 @	8 3/4
Common to fair, Texas.....	8 @	8
Good to choice helfers.....	9 @	9 1/4
Common to fair helfers.....	8 @	8 1/4
Choice cows.....	8 @	9
Common to fair cows.....	6 1/2 @	7 1/4
Good to choice oxen and stags.....	8 1/2 @	9
Common to fair oxen and stags.....	7 1/2 @	8
Fleshy Bologna bulls.....	@	6 1/4
Fresh pork loins, Western.....	10 @	13

DRESSED CALVES.

Veals, city dressed, prime, per lb.....	12 1/4 @	13
Veals, good to choice, per lb.....	12 @	13
Calves, country dressed, prime, per lb.....	9 @	10
Calves, country dressed, fair to good.....	7 @	9
Calves, country dressed, common.....	6 @	7

DRESSED HOGS.

Pigs.....	8 1/4 @	8 3/4
Hogs, heavy.....	7 1/4 @	7 3/4
Hogs, 180 lb.....	7 1/4 @	8
Hogs, 160 lb.....	7 1/4 @	8
Hogs, 140 lb.....	8 @	8 1/4

DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	per lb	@ 14
Spring lambs, good.....		@ 13
Spring lambs, culls.....		@ 12
Sheep, choice.....		@ 10
Sheep, medium to good.....		@ 10
Sheep, culls.....		@ 9

PROVISIONS.

(Jobbing Trade)

Smoked hams, 10 lb average.....	@ 12
Smoked hams, 12 to 14 lb average.....	@ 12
Smoked hams, heavy.....	@ 12
California hams, smoked, light.....	@ 10
California hams, smoked, heavy.....	@ 10
Smoked bacon, boneless.....	@ 13
Smoked bacon (rib in).....	@ 12
Dried beef new.....	@ 13
Smoked beef tongues, per lb.....	@ 15
Smoked shoulders.....	@ 8 1/4
Pickled bellies, heavy.....	@ 7 1/4

BONES, HOOFS, HAIR AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$55.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	40.00
Thigh bones, av. 90-95 lb cut, per 100 bones, per 2,000 lb.....	75.00
Horns.....	15.00
Horns, 7 1/4 oz. and over, steers, first quality.....	370 @ 280

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	50c to 75c a piece
Fresh Cow Tongues.....	35c to 50c a piece
Calves' head, scalded.....	30c to 40c a piece
Sweet breads, veal.....	25c to 75c a pair
Sweet breads, beef.....	10c to 18c a lb
Calves' liver.....	25c to 50c a piece
Beef kidneys.....	7c to 12c a piece
Mutton kidneys.....	14c to 24c a piece
Livers, beef.....	4c to 5c a lb
Oxtails.....	5c to 7c a piece
Hearts, beef.....	10c to 15c a piece
Rolls, beef.....	10c to 12c a lb
Tenderloin beef, Western.....	15c to 25c a lb
Lambs' frons.....	6c to 10c a pair
Fresh pork loins, city.....	12 1/4 @ 13
Fresh pork loins, Western.....	10 @ 11

BUTCHERS' FAT.

Ordinary shop fat.....	2 @ 3
Suet, fresh and heavy.....	3 @ 5
Shop bones, per cwt.....	@ 25

PICKLED SHEEPSKINS.

XXX sheep, per dozen.....	@ 75
XX sheep, per dozen.....	@ 4.50
X sheep, per dozen.....	@ 3.75
Blind Ribby sheep.....	@ 3.75
Sheep, ribby.....	@ 3.12 1/2
XX lambs, per dozen.....	@ 4.50
X lambs, per dozen.....	@ 3.50
No. 1 lambs, per dozen.....	@ 3.00
No. 2 lambs, per dozen.....	@ 2.00
Culls, lambs.....	@ 75

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per keg, 50 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	80
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	
Hog, American, in tes. or bbls., per lb, F.O.B.....	42
Hog, American, kegs, per lb, F.O.B.....	42
Beef, rounds, per set, f. o. b. Chicago.....	12
Beef, middles, per set, f. o. b. N. Y.....	15
Beef, rounds, per lb.....	2
Beef, bungs, piece, f. o. b. N. Y.....	6 1/4
Beef, bungs, per lb.....	5
Beef, middles, per set, f. o. b. Chicago.....	35
Beef, middles, per set, f. o. b. N. Y.....	37
Beef, middles, per lb.....	@ 6 1/4
Beef wassands, per 1,000, No. 1's.....	@ 5
Beef wassands, per 1,000, No. 2's.....	2 1/4 @ 3

SPICES.

	Whole.	Ground
Pepper, Sing., white.....	18	20
Pepper, Sing., black.....	12	13 1/4
Pepper, Penang, white.....		
Pepper, red, Zanzibar.....	15	19
Pepper, shot.....	14	
Allspice.....	7 1/4	10
Coriander.....	6 1/4	7
Cloves.....	18	20
Mace.....	35	60

SALTPETRE.

Crude.....	3 1/4 @	3 1/4
Refined—Granulated.....	4 1/4 @	4 1/4
Crystals.....	4 1/4 @	5 1/4
Powdered.....	4 1/4 @	5

GREEN CALFSKINS.

No. 1 calfskins.....	per lb	.14
No. 1 calfskins, buttermilk.....		.12
No. 1 calfskins, 12-14.....	each	1.50
No. 2 calfskins, buttermilk.....		.10
No. 2 calfskins, 12 1/4-14.....	piece	1.30
No. 1 crassers.....	per lb	.12
No. 2 crassers.....	per lb	.00
No. 1 heavy kips, 18 lb and up.....	piece	1.00
Ticky kips, 18 lb and up.....	piece	1.40

No. 2 heavy kips, 18 lb and up.....	piece	1.00
No. 1 kips, 14-18 lb.....	piece	1.70
No. 2 kips, 14-18 lb.....	piece	1.50
No. 1 grass kips.....	piece	1.30
No. 2 grass kips.....	piece	1.25
Ticky kips.....	piece	1.00
Branded heavy kips.....	piece	1.10
Branded kips.....	piece	.90
Branded skins.....	piece	.50

DRESSED POULTRY.

FRESH KILLED-ICED.

Turkeys—Western, hens, average run.....	14 @	15
Western, toms, average run.....	14 @	15
Common.....	12 @	13
Broilers—Pa. 3 1/2-4 lbs. to pair, per lb.....	22 @	23
Phila., 3 lbs. and under to pair, per lb.....	22 @	23
Pa., 3 1/2-4 lbs. to pair, fancy, per lb.....	19 @	20
Pa., mixed sizes.....	16 @	18
Pa., under 3 lbs. to pair, per lb.....	14 @	15
Western, dry-picked, large, per lb.....	14 @	15
Western, scalded, large, per lb.....	13 @	14
Western and Southern, small.....	13 @	14
Fowls—Western, dry-picked, average best.....	13 @	14
Western, scalded, average best.....	12 1/4 @	13
Western, Southern & Southwestern, dry-picked, average best.....	12 1/4 @	13
Western, Southern & Southwestern, scalded, average best.....	12 1/4 @	13
Western & Southern, fair to good.....	11 1/4 @	12
Old cocks, per lb.....	8 @	8 1/4
Spring Ducks—Long Island & Eastern.....	15 @	15 1/4
Jersey, Pa. & Virginia, fancy.....	15 @	15
Jersey, Pa. & Virginia, fair to good.....	13 @	14
Squabs—Prime, large, white, per dozen.....	2.50 @	2.50
Mixed, per dozen.....	2.25 @	2.25
Dark, per dozen.....	1.50 @	1.50

FROZEN.

Turkeys—Hens, No. 1.....	@ 19
Toms, No. 1.....	10 1/4 @ 20
Capons, per lb.....	@ 20
Broilers—Dry-picked.....	17 @ 18
Scalded.....	15 @ 16
Chickens—Roasting, soft meat, fancy.....	17 @ 18
Average No. 1.....	14 @ 15
No. 2.....	10 @ 12
Ducks—No. 1.....	12 @ 13
Geese—No. 1.....	11 @ 12

LIVE POULTRY.

Spring chickens, nearby, per lb.....	15	@17
Fowls, per lb.....		@15
Roosters, per lb.....		@9
Turkeys, per lb.....		@10
Ducks, average, Western, per pair.....	70	@80
Geese, Western, per pair.....	1.00	@1.25
Live Pigeons, per pair.....		@25

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	\$22.00 @	23.00
Bone meal, raw, per ton.....	25.00 @	25.50
Nitrate of soda—future.....	2.12 1/4 @	2.15
Nitrate of soda, spot.....	2.15 @	2.20
Bone black, spot, per ton.....	13.50 @	ch
Dried blood, N. Y., 12-13 per cent. ammonia.....	2.55 @	2.60
Dried blood, West. high grade, fine ground, c. f. N. Y.....	2.75 @	2.80
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	21.00 @	22.00
Tankage, 8 and 20 p. c., f. o. b. Chicago.....	18.30 @	19.00
Tankage, 7 and 30 p. c., f. o. b. Chicago.....	15.00 @	16.00
Tankage, 6 and 35 p. c., f. o. b. Chicago.....	15.00 @	16.00
Garbage tankage, f. o. b. New York.....	8.00 @	9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate.....	29.00 @	30.00
Wet, acidulated, 6 p. c. ammonia, per ton.....	14.00 @	15.00
Azotine, per unit, del. New York.....	2.00 @	2.65
Sulphate ammonia gas, for shipment, per 100 lbs.....	3.05 @	3.00
Sulphate ammonia gas, per 100 lbs. spot.....	@	3.20
Sulphate ammonia bone, per 100 lbs.....	3.05 @	3.10
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @	7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.....	3.50 @	3.75
The same, dried.....	3.75 @	4.00

POTASHES, ACCORDING TO QUANTITY.

Kalnit, shipment, per 2,240 lbs.....	\$8.95 @	9.50
Kalnit, ex-store, in bulk.....	9.00 @	10.65
Kieserit, future shipment.....	7.00 @	7.25
Muriatic potash, 80 p. c., ex-store.....	1.88 @	1.95
Muriatic potash, 80 p. c., future shipment.....	1.80 @	1.90
Double manure salt (46 1/2 p. c., less than 2 1/4 p. c. chloride), to arrive, per lb (basis 48 p. c.).....	1.09 @	1.12
Sulphate potash, to arrive (basis 90 p. c.).....	2.08 @	2.20
Sylvinit, 24 to 36 p. c., per unit, S. P.....	39 @	40

LIVE STOCK REVIEWS

CHICAGO

(Special to The National Provisioner from the Bowles Live Stock Commission Company.)

Chicago, July 27.

CATTLE.—Receipts of cattle first three days this week were 11,539, being 5,000 less than corresponding time last week, and 49,000 less than the same period a year ago. Yesterday was the beginning of the third week of the labor troubles that have seriously disturbed business at these yards. The daily offerings have been extremely light, but business in the cattle department has been handled readily without interference, and prices are slightly higher than a week ago. Packers have hired nearly a full complement of non-union help, and unless other developments arise will soon be in shape to handle their usual volume of business. In the meantime they are in the market buying in a small way, and this must be said of all classes of buyers on account of the light offerings. Country shippers hesitate to forward their consignments, fearing complications before their shipments could be disposed of, but those who have taken a chance have fared well up to the present time. Estimated receipts of cattle to-day, 5,500, the market was generally 10@15c. higher. The light supply changed hands early in the forenoon, with all classes of buyers in the field. Four head of Angus steers averaging 1,392 lbs. sold at \$6.60, but the top price for cattle in carload lots was \$6.50 for 46 head of shorthorns averaging 1,530 lbs., sold by Bowles Livestock Commission Co., the next highest sale being \$6.45 for four loads averaging 1,620 lbs. to 1,642 lbs. A single load averaging 1,288 lbs. sold by Mr. Bowles at \$6.35, but the bulk of medium to good steers went from \$5.50@6; 80 head of 1,222-lb. distillery steers, branded, sold at \$5.75. Inferior to medium cattle sold from \$4.25 to \$5.25. Until the strike is settled the market will not be in shape to take care of heavy runs. Butcher stock was 10c. higher. Prime heifers, \$4.75@5; export cows, \$3.90@4.40; bulk of the good fat cows and heifers, \$3.85@4.50. Sales included a load of grass cows averaging 1,000 lbs. at \$4.50, sold by this company, that were considered 75c. per cwt. higher than a week ago. The first range cattle of the season arrived Monday, and consisted of car of grass cows that brought \$3.75; in fair condition. Bulk of medium native cows, \$2.80@3.50; canners and cutters, \$1.25@2.75. Bulls steady; choice heavy, \$3.75@4.25; Bolognas, \$2.50@2.80. Veal calves stronger, \$6@7.50 for good to choice; common, \$2.50@4.50. Stockers and feeders in light supply and not wanted. Choice feeders quotable from \$3.75@4, with the bulk of light and medium kinds \$3.25@3.50; common, \$2.25@3; stock heifers, \$2@3; milkers and springers, \$35@50. Increased receipts are expected the balance of this week.

HOGS.—Receipts of hogs the first three days this week, 17,590, being about 9,000 less than the same period last week and 60,000 less than the corresponding period a year ago. The light daily offerings have met with good demand at higher prices. Market showing daily advances of 5@10c. Estimated receipts to-day, 11,000, and the market opened weak to 5c. lower, owing to absence of shipping orders. Later the shippers received orders, and the market at once became active and closed strong with the packers good buyers. Best grades sold at \$5.65@5.75. It will be unwise for shippers to send hogs freely to market at this time, but the trade is in shape to take care of moderate offerings, provided further complications do not arise, pending a settlement of present existing labor troubles. Mixed packing hogs sold from \$4.80 to \$5.30; bulk around \$5.25; good mixed and medium, \$5.35@5.50; heavy packers of good quality, \$5.20@5.30; coarse kinds, \$4.75@5.10; selected light, \$5.60@5.65; light mixed, \$5.20@5.55; choice butchers up to \$5.75. Increased receipts are expected in the hog department to-morrow.

SHEEP.—Receipts of sheep first three days of this week, 27,727, against 16,227 for the same period last week, which shows an increase of 11,500. Conditions have been very unsettled, but the packers, as well as shippers, have shown a disposition to clean up the offerings, in fact advised commission men to bring in their stock and they would find ready sale. This accounts for the heavy increase in supplies during the past three days. Buyers have taken hold and made good by buying up everything each day. Natives have been very scarce, particularly choice heavy spring lambs. Several of the city butchers here are very strong buyers for that grade as is shown in values obtaining all week for such, \$7@7.50 being paid each day. Native spring lambs on the medium order have been very scarce, and this no doubt can be accounted for by advices given the country by the commission men; this class was not wanted. Such in moderate numbers would probably sell around \$5.50. The supply of native sheep has been very light, but fat mixed wethers and ewes will sell around \$3.75. Values on Western sheep are now firmly established, and packers as well as shippers have been quite eager for all offerings. The bulk of the stock of this description sold at this market this week has been shipped to Eastern points for slaughter. Eastern butchers were in the market the latter part of last week, and were liberal buyers, and most of the packers' purchases were forwarded. Values on Western sheep show a decline of 10@15c., and to-day good to choice mixed wethers and yearlings of handy weight sold at \$4.10; export wethers of very choice class brought \$4.40. Yearling wethers, \$4.25, and good to choice ewes \$3.50@3.75. A fair class of wethers were taken by packers and city butchers at from \$3.60@3.75. A demand from feeders is very urgent, and such offerings find ready sale. Wethers going at \$3.15@3.40; yearlings, \$3.50@3.75, and spring lambs around \$4.50. The Western spring lambs offered during past week were on fair to good order, and quite large strings sold to packers at from \$6.25@6.50. Evidently stock purchased on to-day's market is for use at the slaughter houses of this market more than for shipment; all packers but Schwarzschild & Sulzberger outfit buying to-day.

KANSAS CITY

(Special to The National Provisioner.)

Kansas City, July 29.

CATTLE.—Receipts this week, 26,200; last week, 30,900; same week last year, 47,900. Eighty per cent. of cattle receipts are now the killing grades, and the proportion of beef steers is excessive. Quarantine receipts are heavy, and nearly all are steers. After changes both up and down prices to-day on native steers are a little better than low time last Friday. Quarantine steers have sold better than natives; natives, \$6; bulk, \$5@5.50; quarantine steers range from \$3.75 to \$4.50, with a \$5 top. Butcher stuff is scarce. Veal calves are higher; the best \$5. The stocker and feeder business is improving; prices, 30 to 40c. above last week; range, \$2.75 to \$4.50.

HOGS.—Receipts this week, 37,300; last week, 40,400; same week last year, 37,700. Hog prices depend principally on local conditions, although there is a fair shipping demand. Wide fluctuations are the rule, but prices to-day are nearly the same as last Friday. Packers are now all operating nearly to normal capacity, and took care of 30,000 hogs yesterday all right. The top to-day is \$5.45; bulk, \$5.25 to \$5.40. Supply to-day is 6,000; market steady to 5c. higher.

SHEEP.—Receipts this week, 4,000; last week, 5,200; same week last year, 25,200. The small sheep receipts have hardly tested prices, but the market has generally been strong. Packers are now in position to handle more sheep than at any time since the

strike set in. The country demand has been good. Spring lambs sold during the week at \$5 to \$5.75. Plain ewes brought \$7.25; Texas muttons, \$3.25; stock and feeding sheep, \$2.50 to \$3.25.

HIDES are higher. Green salted, 8½c.; side brands over 40 lbs., 8c.; under 40 lbs., 6½c.; bulls and stags, 8c.; uncured, 1c. less. Glue is 4c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour	7,350	16,585	1,684
Cudahy	1,122	2,716	117
Fowler	77	.....	.....
Schwarzschild	865	2,144	373
Swift	3,367	9,387	791

ST. JOSEPH

(Special to The National Provisioner.)

South St. Joseph, Mo., July 29.

Ever since the strike was made by the laborers the packers have been gradually increasing the output in every department, and this week they claim to have accomplished more than at any time since the trouble occurred. However, normal conditions do not by any means rule, and it would be advisable for the country to consult with the commission firms before sending any cattle, hogs or sheep to market, for to not do so would be taking a big risk.

As compared with the close of last week, prices for both beef steers and butchers' stock that were good and fat have gained 20 to 30c. Big, heavy beefs, and common and medium kinds and medium butchers' stuff and canners continue hard to move.

With a good shipping demand here for hogs right along and packers using more or less supplies, sellers have had pretty easy sailing, as the trend of prices has been upward and the receipts keep down to the limits of the buyers. To-day the market ruled 25 to 30c. higher, with the top hogs at \$5.40 and the bulk of sale at \$5.25 to \$5.35.

There is demand from all of the killers for limited supplies of both sheep and lambs and feeder buyers are now getting pretty busy, they sharply competing with packers of late for the good qualified kinds that do not carry too much flesh. The trend of prices for both lambs and sheep, in sympathy with the severe breaks in the East, the course of the market here was lower. This week, however, the market has braced up some. Offerings now coming are limited to those from Idaho, Utah, Arizona and Nevada and Colorado, bulk of which run to sheep of fair to good kind.

CATTLE SLAUGHTERED.

Following were the number of cattle slaughtered at the centres named for the week ending July 23, according to special reports made to The National Provisioner:

Chicago	20,003
Omaha	4,305
St. Joseph	6,283
Cudahy	647
Sioux City	586
St. Paul	1,149
Louisville	1,321
Denver	1,467
Fort Worth	3,892
New York and Jersey City	10,515

SHEEP SLAUGHTERED.

Following were the number of sheep slaughtered at the centres named for the week ending July 23, according to special reports made to The National Provisioner:

Chicago	15,627
Omaha	5,370
St. Joseph	5,317
Cudahy	567
St. Paul	1,033
Denver	1,222
Fort Worth	596
New York and Jersey City	52,812

HOGS SLAUGHTERED.

Following were the number of hogs slaughtered at the centres named for the week ending July 23, according to special reports made to The National Provisioner:

Chicago	53,738
Omaha	7,758
St. Joseph	15,852
Cudahy	11,412
Sioux City	2,426
Ottumwa	11,334
Cedar Rapids	7,763
Bloomington	828
St. Paul	5,680
Indianapolis	24,124
Louisville	7,484
New York and Jersey City	24,318
Fort Worth	1,264
Denver	1,333

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO JULY 23, 1904.

	Beef.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	3,393	1,868	48,780	10,000	
Sixtieth st.	3,001	85	7,856	3,925	
Fortieth st.					12,978
Lehigh Valley	5,000				
Weehawken	1,913			1,647	
Scatterling	44	85	98		
Totals	13,376	129	9,800	54,459	25,218
Totals last week	9,274	164	11,378	46,941	20,721

WEEKLY EXPORTS TO JULY 25, 1904.

	Live Cattle.	Live Sheep.	Qrs. of Beef.
Schwarzschild & S., Ss. Armenian	513		
Schwarzschild & S., Ss. British			
Princess	468		
Schwarzschild & S., Ss. Mesaba	245		
J. Shamberg & S., Ss. Armenian	513	1,037	
J. Shamberg & S., Ss. British Princess	468	590	
J. Shamberg & S., Ss. Mesaba	444		
J. Shamberg & S., Ss. Thespis	280		
J. Shamberg & S., Ss. Ceanose	60		
Cudahy Packing Co., Ss. Campana			900
Total exports	2,991	1,647	900
Total exports last week	1,492	40	1,835
Boston exports this week	3,201	1,380	2,500
Baltimore exports this week	225		
Portland exports this week	4,517	2,091	
Montreal exports this week	653		
To London	794	2,313	
To Liverpool	4,095	2,446	3,400
To Glasgow	2,034	368	
To Antwerp	210		
To Manchester	210		
To Newcastle	242		
To Avonmouth	350		
To Para, Brazil	60		
Totals to all ports	10,652	3,932	15,065

RECEIPTS AT CENTRES

SATURDAY, JULY 23.

	Cattle.	Hogs.	Sheep.
Chicago	400	2,000	6,000
Kansas City	1,500	5,000	
Omaha	150	600	
St. Louis	400	1,000	400

MONDAY, JULY 25.

Chicago	3,000	5,000	8,000
Kansas City	2,500	2,000	500
Omaha	100	370	
St. Louis	1,700	400	400

TUESDAY, JULY 26.

Chicago	2,000	2,000	8,000
Kansas City	2,000	4,000	
Omaha	150	600	
St. Louis	1,000	1,000	
Sioux City	700	1,000	
Ft. Worth	350	200	

WEDNESDAY, JULY 27.

Chicago	3,500	11,000	10,000
Kansas City	4,000	7,000	1,000
Omaha	8,000	1,500	5,500
St. Louis	9,000	2,000	500
St. Joseph	1,000	1,000	800
Sioux City	3,000	2,000	
Ft. Worth	1,500	1,000	100

THURSDAY, JULY 28.

Chicago	29,000	15,000	12,000
Kansas City	8,000	11,000	2,000
Omaha	800	2,700	4,200
St. Louis	4,500	4,000	1,000
Sioux City	200	2,500	
Ft. Worth	800	150	

FRIDAY, JULY 29.

Chicago	8,000	17,000	8,000
Kansas City	4,000	2,000	500
Omaha	2,200	3,700	250
St. Louis	4,000	6,000	500
St. Joseph	1,000	3,000	1,000
Sioux City	200	1,800	
Ft. Worth	650	600	

GENERAL MARKETS

LARD IN NEW YORK.

Western stearine, \$6.90@7.15; city steam, \$6.62½; refined, continent, tes., \$7.35; do., South America, tes., \$7.90; do., kegs, \$8.90; compound, \$5.87½@6.

HOG MARKETS JULY 29.

CHICAGO.—Receipts, 17,000; fairly active; steady; \$5@5.77½.

KANSAS CITY.—Receipts, 56,000; steady; \$5@5.35.

OMAHA.—Receipts, 4,500; slow; part 5c. lower; \$5.05@5.25.

ST. LOUIS.—5@10c. lower; \$5@5.65.

INDIANAPOLIS.—Receipts, 59,000; lower; \$5.50@5.70.

EAST BUFFALO.—Receipts, 20 cars; 10@20c. lower; \$6@6.20.

LIVERPOOL.

Liverpool, July 29.—(By cable)—Beef, extra India mess, 58s. 9d.; pork, prime mess, western, 67s. 6d.; shoulders, 42s. 6d.; hams, s. c., 48s.; bacon, c. c., 43s. 6d.; long clear light, 48s.; do., heavy, 47s. 6d.; do., short ribs, 47s.; backs, 44s.; bellies, 45s. 6d.; turpentine, 41s. 9d.; rosin, common, 7s. 7½d.; lard, prime western, tes., 34s. 9d.; 28-lb. pails, 35s.; cheese, white, 37s.; do., colored, 39s.; American steam lard (Hamburg), 50 kilos, 34½c.; tallow, 21s. 6d.; do., Australian (London), 25s.; cottonseed oil, refined (Hull), 17s. 10½d.; linseed oil (London), 17s. 9d.; petroleum refined (London), 5½d.

OLEO NEUTRAL LARD.

The oleo market during the week under review has been very strong, and the market has advanced to 46 florins for choice oil in Rotterdam. Stocks both here and abroad are very small.

Neutral lard has been very quiet. Little business passing, but prices are firmly held at 44 to 45 florins.

Cottonseed oil prices, especially for the new crop, are a little easier. A little business has been done in this, but the volume of same is as yet limited.

BALTIMORE FERTILIZER MARKET.

(Special Letter to The National Provisioner from Thos. H. White & Co.)

Baltimore, Md., July 28.—The market for ammoniates the past week has been dull, with little business reported. We quote (nominal):

Ground tankage, 11 and 15, \$2.12½@2.15 and 10 per unit f. o. b. Chicago; do., 6 and 25, \$14.50@15 per ton f. o. b. Chicago; ground concentrated tankage, \$2.10@2.12½ per unit f. o. b. Chicago; ground blood, \$2.32½@2.35 per unit f. o. b. Chicago; hoof meal, \$2.15@2.17½ per unit f. o. b. Chicago; crushed tankage 9 and 20 (futures), \$2.55 and 10, 2.57½ and 10 c. a. f. basis Baltimore.

Nitrate of Soda.—The market improves daily with prospects of continued high prices. The volume of business in nearby and long futures is reported as being large. We quote for prompt \$2.15, and for futures, \$2.17½ to \$2.20, depending on quality and delivery required.

Sulphate of Ammonia.—The market is quiet. For July, quotations are \$2.95 to \$2.97½, and for August-December, \$3 to \$3.02½ c. i. f. Baltimore and New York.

FRIDAY'S CLOSINGS.

Provisions.

Hog products are gradually working stronger in price, with an advance early today of 7c. on pork, 5 points for lard and 7 points for ribs. The packinghouse situation steadily improves. Livestock supplies more freely forwarded.

Cottonseed Oil.

At still easier prices. The last two or three days has, of course, shown a good deal of speculative buying, as well as bringing out the liberal investment holdings. And the speculators have been taking hold because they have thought cotton crop and all other exhibits to the late declining tendency have been pretty well exhausted as influences. Nevertheless, the daily developments are watched with more than ordinary interest. The market to-day in New York was: Prime yellow, bid and asked, respectively, August, 26¼c, 26¾c.; September, 27c., 27¼c.; October, 27c., 27¼c.; November, 27¼c., 27½c.; December, 27¼c., 27½c. Sales 100 bbls. prime yellow August at 26¼c., and 100 bbls. September at 27c.

Tallow.

Nothing new from the features in our review in another column. City, bbls., 4½c. Chicago sold car lots of prime packers at 5½c., and has 4¾c. bid, with 4½c. asked for city renderers.

Oleo Stearine.

Market at 7c. in New York.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

The decline seems to have struck bottom at around 27c. for August and 27½c. for September and forward deliveries. At this price considerable demand set in from all quarters, and yesterday exporters and shorts took up some 6,000 to 7,000 barrels on the floor of the Exchange at this price. The selling was mostly for liquidation, and the fact that offerings of such large quantities did not put the market down revealed considerable strength.

The situation is very much similar to the one on May 17, when the market closed higher than the opening, notwithstanding the throwing overboard of 10,000 barrels of speculative oil. Both the export demand and the domestic demand from soapmakers is pretty good at present prices, and no doubt quite large lots could be sold at from 27c. to 27½c. if they were to be had.

The growing crop certainly looks well, and this is a bearish feature, but some traders claim that same is more discounted by the low price of 27c. to 27½c. for refined oil, which is the largest we have had in four years. No doubt there is considerable truth in same, and with the crop not yet made, with possibilities of a prolonged packinghouse strike which will cut down the production of fats, with low freight rates which will help the export demand, with considerably higher linseed oil on account of the failure of the Russian crop which ought to bring in buying from European soap-makers and with other oils in Europe in a strong position, it looks like a pretty risky thing to sell oil short at present prices. Considerable oil bought on speculation has been liquidated during the past two weeks, but there seems to be enough August oil, however, for sale to hold the market down. It looks to us as if the market has struck bottom, at least for the time being, and a reaction is not improbable. Considerable oil, however, is offered at a somewhat higher level, and same ought to prevent any material advance unless these offers are withdrawn or taken up.

We quote to-day as follows: Prime summer yellow cottonseed oil, August, 27½c. asked and 27¼c. bid; September, 27¾c. sales; October, November and December, 27¾c. sales; prime winter yellow cottonseed oil, 31c.; prime summer white cottonseed oil, 31½c.; Hull quotation of cottonseed oil, 18s.; prime crude oil in tanks, October-November Southeast or Valley, 22c.



RETAIL SECTION



LOCAL AND PERSONAL.

A. E. Rozell has opened a market at Lisle, N. Y.

Robert Hyslop has established a market at Burr, Neb.

Erma D. Coon is proprietor of a new market in Harmonsburg, Pa.

Ernest W. Jackson has opened a meat market in Gouverneur, N. Y.

Frank Dick has sold his butcher shop at Curtis, Neb., to his son John Dick.

Carl Bohnsack has bought an interest in "The Boys" market at Manilla, Ia.

Charles Neidlinger has bought the market of E. R. De Forest at Sidney, N. Y.

J. H. Anderson is erecting a store which he will use as a market, at Bridgeport, W. Va.

M. M. Trout, of Alverton, Pa., has bought Martin Schneider's market at Scottdale, Pa.

George M. Grimm, of Smithfield, Pa., is adding another story to his grocery and market.

E. W. Cooper has bought Wm. Schiesz's interest in the market run under the name of Schiesz & Cooper.

Irving Ashley, of Lansing, Mich., has purchased John Clippert's market at 1000 Michigan avenue, East.

The Butchers' & Grocers' Association of Troy, N. Y., will have an excursion to Saratoga Springs on August 10.

George Davison and C. F. Norton, of Bristolville, O., have formed a partnership and purchased the shop in that place.

John Ostrander and George Burritt, of Hornellsville, N. Y., have formed a partnership and will open a butcher shop in a few days.

The Grocers' & Butchers' Association of Omaha, Neb., will hold its annual outing at Blair, August 4. An attendance of 2,500 is expected.

E. Lamoreux, who has been connected with Swift & Company's, Hartford, Conn., branch, has bought George F. Kellogg's meat trade in that city.

James Rebok, of Shippenburg, Pa., has sold his meat business and taken a responsible position with the Dold Packing Company's Buffalo, N. Y., branch.

F. Braastad & Co., of Marquette, Mich., have purchased a carload of live stock and arranged for future shipments from Wisconsin, and have reopened their fully equipped slaughter house, so as to prevent any shortage in meat supplies.

Michael Roller, of Lebanon, Pa., has bought the butchering plant and market of his father's estate. Michael W. Roller had been, before his recent death, engaged in business for thirty-seven years at the stand which his son will henceforth manage.

Isaac Woolsey, of Newburgh, N. Y., a butcher, aged 56 years, shot himself through the mouth on July 25, and was subsequently found dead as a result. No cause is assigned for his committing suicide. Mr. Woolsey was

a veteran of the Civil War, having served with the 156th New York Regiment.

The firm of Redding & Clark, of Greenfield, Mass., dealers in groceries and meats, has been dissolved and Mr. Redding will run the business alone hereafter. Mr. Harry G. Clark will conduct a chain of cut price, cash grocery and provision stores in small cities. The first one will be opened at Athol, Mass., late in August.

The Butchers' Exchange of San Francisco, Cal., was formed last week in the Golden Gate City, with a membership of nearly 200. The exchange is to take up matters of interest to retail meat dealers and improve trade conditions. The officers are: H. Schreiber, president; J. H. Larney, secretary, and Joseph Wertheimer, treasurer.

The Retail Butchers' Association of Allegheny County, Pa., which includes both Pittsburgh and Allegheny City, have resolved that they will withdraw their trade permanently from any packing house which increases the prices of meats under the plea of the strike of the butchers and cutters. The packing houses were all notified of the resolution taken by the association.

The Butchers' Union of Oakland, Cal., has installed the following officers: President, Henry Schaffer; vice-president, Henry Rouche; financial secretary and treasurer, Carl F. Schiethe; recording secretary, J. F. Erhardt; guide, Joel Thacker; guard, J. Turner; sergeant-at-arms, C. Klamp; trustees—J. L. Davie, J. R. Richardson and Henry Behrman; delegates to the Central Labor Council and Provision Trades Council—Messrs. Richardson, Davie and McGovern; delegates to the Packing Trades Council of the Pacific Coast—Messrs. Richardson, Behrman, Davie and McGovern.

OBITUARY.

William Allen, Sr., died July 22, at the home of his son, William, in Zelienople, Pa., near Butler. He was 87 years of age and was born in Northumberlandshire, England, in 1817. The following year his father, Joseph Allen, moved the family to America and settled in Pittsburg, living there until 1836, when he bought a large farm near Zelienople. Here William passed most of his life, conducting a meat market. He was a member of the Lutheran Church, and is survived by nine children.

Louis Maier, a well known Manhattan butcher, died July 23, at No. 239 East Sixty-eighth street, New York City. Mr. Maier was born in this city in 1863. At the age of sixteen he engaged in the meat business, and remained in that trade up to his death. He was active in the Masonic Order, and was also a member of the Democratic Club, the Fidelio Club, the Phoenix Widow and Orphan Aid Society, and the Anawanda Club.

TRADE KILLERS AND BUILDERS.

The greatest trade killer I know of is to have boys waiting on customers, says a writer in the San Francisco "Grocer." There is no necessity, except at very rare times, for a boy to wait on customers. There is nothing more unsatisfactory to a customer than to have a boy wait on her; don't think because a boy knows the price of an article, knows where to find it, and knows how to put up a package, that he is satisfactory to the customers. He is not. The most of them are apt to make blunders; they are slower than a clerk and very often are untidy.

Some dealers make a grand blunder by letting a boy wait on the trade while he or the second man puts up goods. I have heard this about one or two dealers, and it is the most stupid excuse I ever heard. If a boy is slow at putting up goods, what can he be at waiting on customers? That is where a boy belongs; putting up goods if he can do it, cleaning the store, or doing something about the store, but never under any circumstances waiting on a customer, except in case of emergency.

Some dealers throw up their hands and say they cannot do any better than they are doing. Many a man has succeeded and done better just because he had to. The first step in this direction is to make up your mind you are going to do it, and the next will be easy. In a store that is doing \$300 or \$400 worth of business a week, at least 75 per cent. of that business should be done by the manager, and the balance by the second man. The best men should be near the front of the counter and wait on the most of the customers; that is, the best way to reduce your expenses is by building up your trade; every time you build up the trade you reduce your expenses.

Take, for example, a store that is doing \$500 worth a week, and the average expense of that store, including rent and everything else is \$60 per week; and that is twelve cents on every dollar you take in. Suppose you hustle and please your customers and increase your sales \$100 per week without adding any expense; that would reduce your expenses to 10 cents on the dollar. That is where a hustling manager comes in. Anybody at all who pretends to be a clerk should be able to hold the trade he gets, but it takes a hustler to increase it this week a little more than the corresponding time last year.

BIG RUSSIAN SOAP ORDER.

A firm of soap makers in St. Petersburg, Russia, has an order from the Empress of Russia to make 300,000 cakes of soap, bearing the words: "From Her Majesty, Empress Alexandra Feodorowna," and intended to be presented to the Russian soldiers doing duty in the Far East. The firm named will donate 60,000 additional cakes for the same purpose.

PERSISTENT ADVERTISING WINS.

Business booms encourage some people to advertise, while other advertisers reduce the printing-ink bills as soon as the good times appear. The best plan calls for continuous advertising, says the Merchants' Review, whether business is good, bad, or indifferent. The big winner pegs away with his ads. in all seasons. The moderate winner advertises by fits and starts. The loser advertises not at all—sees no sense in it—got "better uses for the money," and so forth.

When writing advertisements, put your heart into the work. Don't imagine you are taking a course in literary accomplishments or taking a fall out of Shakespeare. Forget all such things as literary vanity and poetic promise, or even the hope of immortality as a professional humorist, and just put your Pegasus into harness and make him do useful work. Make him walk, trot or gallop as you please, but make him go; make him turn out something in the shape of copy whenever the regular change of the ad. is in order.

LION SAUSAGES.

Opposite a flat in Paris occupied by a lawyer lived a dealer in stuffed birds and animals. The operations connected with the latter business were carried on in the courtyard intervening. So long as dogs, cats, cockatoos, and other small creatures were manipulated the lawyer did not so much mind, but when the dealer started stuffing a lion he brought an action. Defendant denied ever having operated on the king of beasts in the courtyard at all. But the lawyer brought witnesses, one of whom a pork butcher, swore that the dealer certainly had stuffed a lion, and that he (witness) had used the meat of the animal for making "Lyons sausages." The court then decided for the plaintiff. No proceedings appear to have been instituted against the pork butcher, says the London Telegraph, in relating to the incident.

CERVELAT SAUSAGE.

This highly esteemed sausage derives its name from the Italian "cervello," and very wrongly so, as cervello means brain, and no brain whatever enters into its composition. The more solid portions of thoroughly disintegrated pork form the bulk of its substance, while salt, sugar, saltpeter and pepper are the condimental additions. "Salami fresche" are recently smoked Italian sausages of a similar composition, while salami stagionati are such of somewhat advanced age. The sausages also are misnamed, as salami translates ass, and nothing but an old tradition relates that salami is made of ass' flesh.

POLISH FOR HARNESS.

Here is a formula for a good harness polish: Four ounces of glue, 1½ pint of vinegar, 2 oz. gum arabic, ½ pint black ink, two drms. isinglass. Break the glue in pieces, put it in a basin and pour over it about a pint of the vinegar; let it stand until it becomes perfectly soft. Put the gum in another vessel with the ink till it is perfectly dissolved. Melt the isinglass in as much water as will cover it, which may be easily done by placing the cup containing it near the fire about an hour before you want to use it. To mix them pour

the remaining vinegar with the softened glue into a sand pan upon a gentle fire, stirring it until it is perfectly dissolved, that it may not burn the bottom, being careful not to let it reach the boiling point; about 180 deg. F. is the best heat. Next add the gum; let it arrive at about the same heat again; then add the isinglass. Take from the fire and pour it off for use.

To use it, put as much as is required in a saucer; heat it sufficiently to make it fluid, and apply a thin coat with a piece of dry sponge. If the article is dried quickly, either in the sun or by fire, it will have the better polish.

PROFIT IN BUSINESS.

It always takes more courage to get a profit than to sell cheap. It is an old saying that anybody can give away goods, but that few can sell them at a profit. When a man is fighting for trade against a lot of other bright fellows, unless his nerve is good, he is likely to sell cheaper than he ought to in fairness to himself.

One of the most successful grocers in Boston once told the Grocers' Magazine that whenever he was obliged to mark down the price of some article on account of competition he invariably offset the cut by marking up the price of some other article an equal amount. The article picked out to be marked up, of course, is something which sells as often as the one on which the price is, at the same time, reduced. Unless some such course as this is systematically pursued there will be little or no net profit at the end of the year.

Dealers who use leaders for advertising must get what they lose in profits back on

something else, and if one closely studies the advertisements and methods of the dealers who advertise with the greatest degree of success he will soon see where they get their profit. In many of these ads. some articles advertised in a list of leaders are quoted at full prices, and yet made to appear as bargains.

The expense of doing business is 12 to 15 per cent. If you expect to make 10 per cent. net you must get an average profit of nearly 25 per cent., perhaps all of that.

It is a good plan not to be too much afraid of competitors. They are trying to get a little profit here and there, and if they are not good business men cannot harm you very much. To be able to get a profit in the right place is the final test. Any blockhead can sell goods at a loss.

Low prices is not all there is to business, no matter if you are conducting a store in the very poorest neighborhood. The poorest people appreciate something decent to eat as well as the wealthy. If you drive away trade by giving it poorer goods than it wants the trade never comes back. If you drive it away by charging two or three cents more than some one else the trade will come back again, if your goods are superior to the other fellow's. Quality more than price, holds the best trade.

A well-stocked, neat appearing store, in a good location, with a reputation for reliability, integrity and enterprise, is much of the battle. Courtesy, a pleasant greeting and a sincere interest in the welfare of your friends and customers pay handsome dividends. The true character of every dealer is very soon known as well to customers as to himself.—Grocers' Magazine.

T. M. SINCLAIR & Co.

LIMITED

Cedar Rapids, Ia.

Pork and Beef Packers

SHIPPERS OF

DRESSED BEEF

In Car Lots

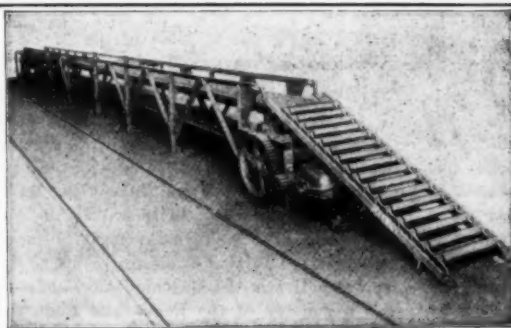
MANUFACTURERS OF

"FIDELITY"**MEATS AND LARD****KINGAN & CO., LTD.,****PORK and BEEF PACKERS,**

INDIANAPOLIS, - - - IND.

BRANCHES:

RICHMOND, VA. NEW YORK, Manhattan Market.
 PHILADELPHIA, PA., 737-741 Cowhill St.
 BALTIMORE, MD., 255 North St.
 PITTSBURGH, PA., 1121-1123 Penn Ave.
 COLUMBUS, O., 418 N. High St.
 JACKSONVILLE, FLA., 530-542 E. Bay St.
 MEMPHIS, TENN. SYRACUSE, N. Y.
 SAN FRANCISCO, CAL.



ENDLESS APRON CONVEYOR.

Where Time-Saving and Economy Are Factors

JEFFREY

Elevating-Conveying Machinery Is in Demand

Catalogues and Estimates Free

The

JEFFREY MFG. CO.,
 Columbus, Ohio, U. S. A.

New York Pittsburgh
 Chicago Denver Charleston, W. Va.

